CANADIAN FARM IMPLEMENTS

1920

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 1 . WINNIPEG, CANADA, JANUARY, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

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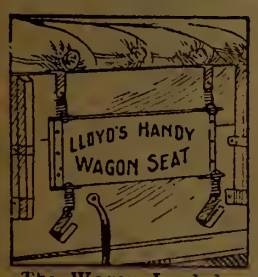

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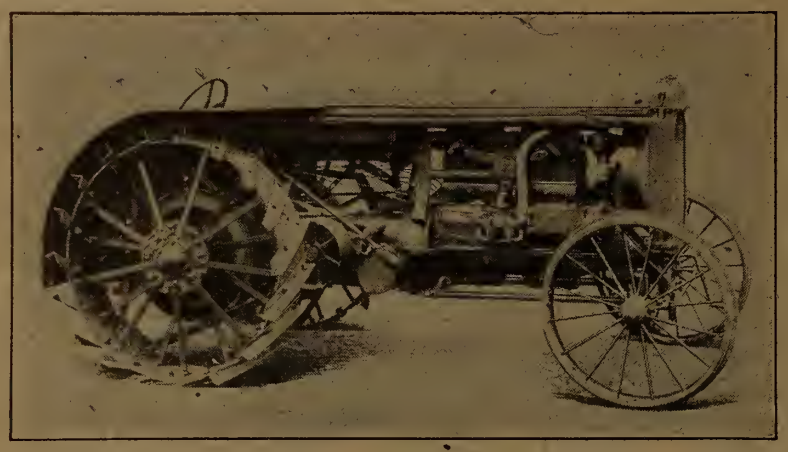
Tractors are in Canada



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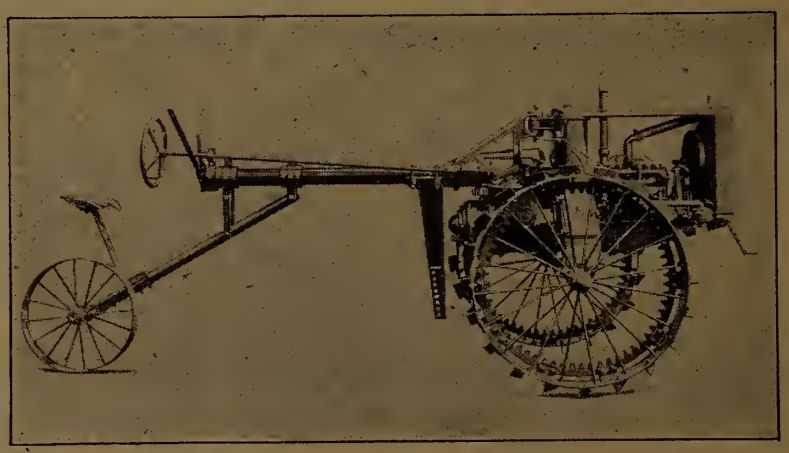

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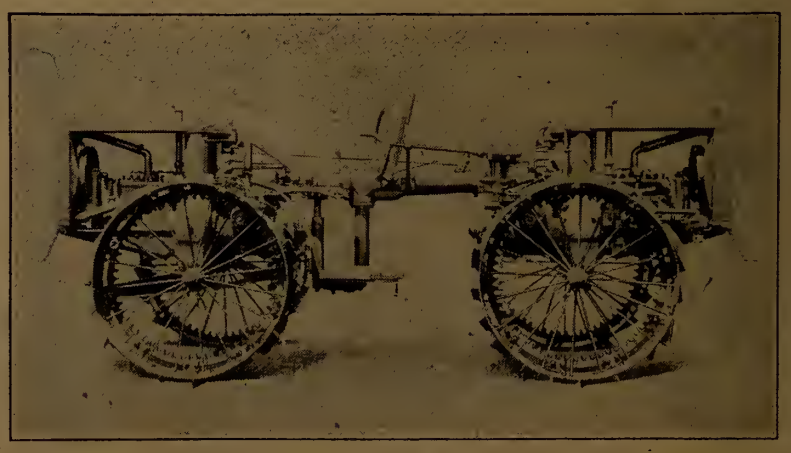

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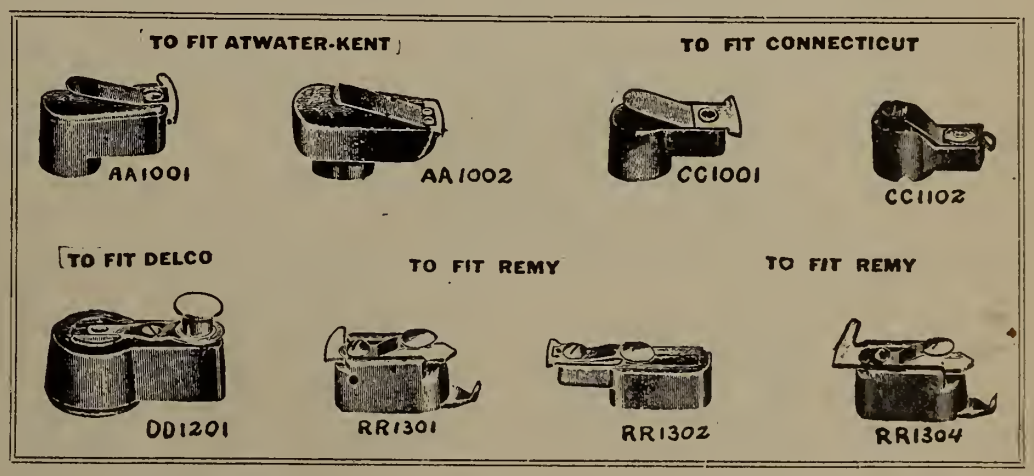

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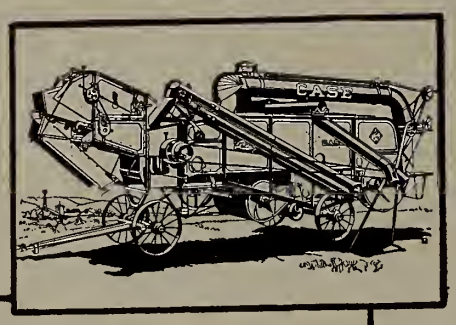
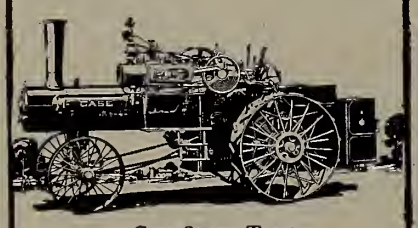
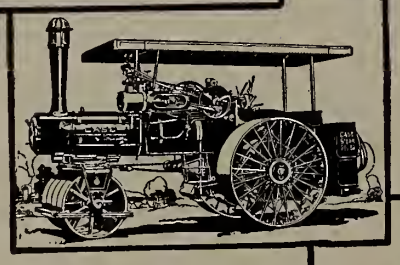
Thus, in all seasons and all localities, each Case sale paves the way for another. Case Threshers help sell Case Tractors. Our Tractors invite the purchase of Grand Detour Plows and Harrows, and so on.

26-46 Case Thresher

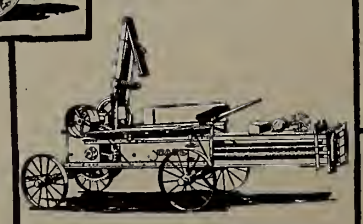




Case Steam Tractor



Case Steam Road Roller



Case Hay Baler

Tandem Disc Harrow

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

J. I. CASE THRESHING MACHINE COMPANY, Inc.

Dept. M-1, Racine, Wis., U. S. A.

Making Superior Farm Machinery Since 1842.

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Included in the line is also tractor drawn or driven machinery for keeping any size of CASE Tractor profitably employed throughout the year.

The products of the J. I. CASE THRESHING MACHINE COMPANY are listed below:

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Silo Fillers—three sizes
Road Graders—three sizes
Steam Tractors—eight sizes
Kerosene Tractors—five sizes
Rock Crushers—two sizes
Steam Road Rollers—two sizes

Grand Detour Plows,—all sizes and for all soils and conditions —also Grub Breakers.

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These products are continuously featured in large space advertisements in agricultural papers circulating in all parts of the country.

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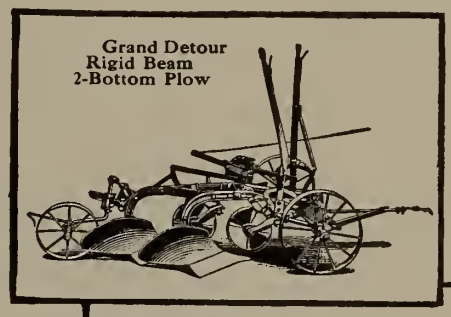
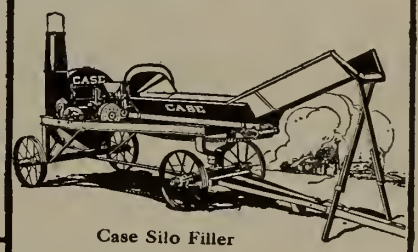
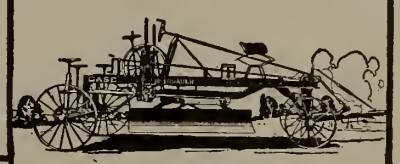
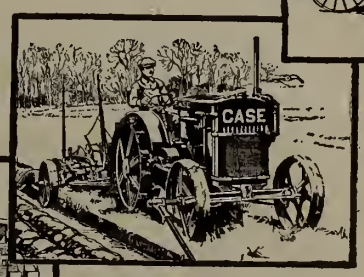

Grand Detour Rigid Beam 2-Bottom Plow

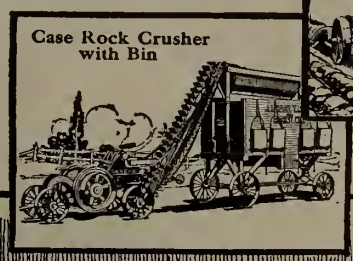


Case Silo Filler


Case Road Grader



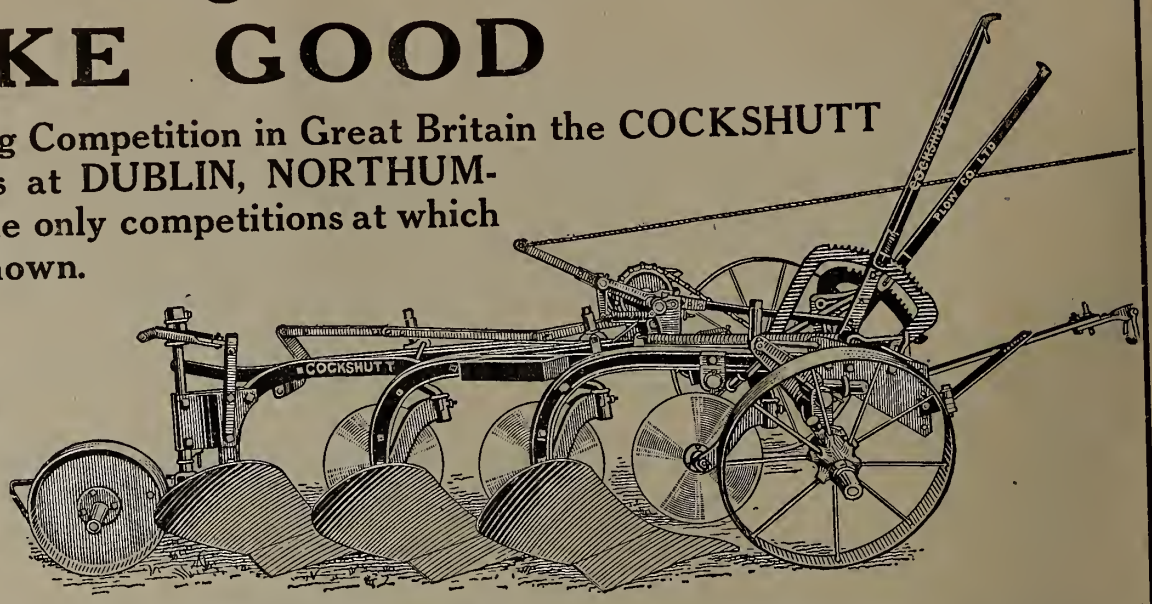
Case 10-18 Kerosene Tractor


Case Rock Crusher with Bin

NOTE:
We want the public to know that our plows and harrows are NOT the Case plows and harrows made by the J. I. Case Plow Works Co.

COCKSHUTT Light Tractor PLOWS MAKE GOOD

AT the 1919 Tractor Plowing Competition in Great Britain the COCKSHUTT won the highest awards at DUBLIN, NORTHUMBERLAND and LINCOLN, the only competitions at which COCKSHUTT Plows were shown.



At the 1919 Tractor Plowing Demonstration at Ottawa 79% of all the tractors pulled Cockshutt Plows, while at Chatham 19 of the 27 tractors in the competition preferred Cockshutt Plows to all others.

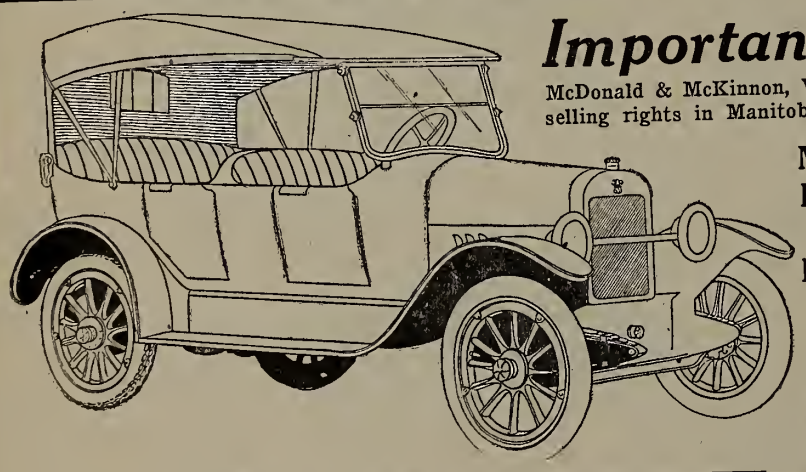
THE WINNER—A CASE TRACTOR—USED A COCKSHUTT PLOW

There is a good reason why the Cockshutt has become so outstandingly popular with the farmers of Canada. It's simply because thousands of farmers who use it have learned by real experience that you CAN'T BEAT THE WORK OF A COCKSHUTT PLOW.

IT PLOWS RIGHT *ORDER NOW*

COCKSHUTT PLOW COMPANY, LIMITED

WINNIPEG REGINA SASKATOON CALGARY EDMONTON



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Briscoe Cars, Touring and Roadster — Monarch Tractors, 12-20 and 18-30

We are now contracting for 1920 with Dealers in the territory we cover for the above lines. Our goods have the reputation and quality that ensures the dealer profitable business. We carry large stocks and repairs, and guarantee prompt delivery and the best of service. If your territory is open, write at once.

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For 1920 we will handle the full line: Briscoe Four-32 Regular, Briscoe Four-32 Special, and Briscoe Four-32 Roadster. Ask for Literature.

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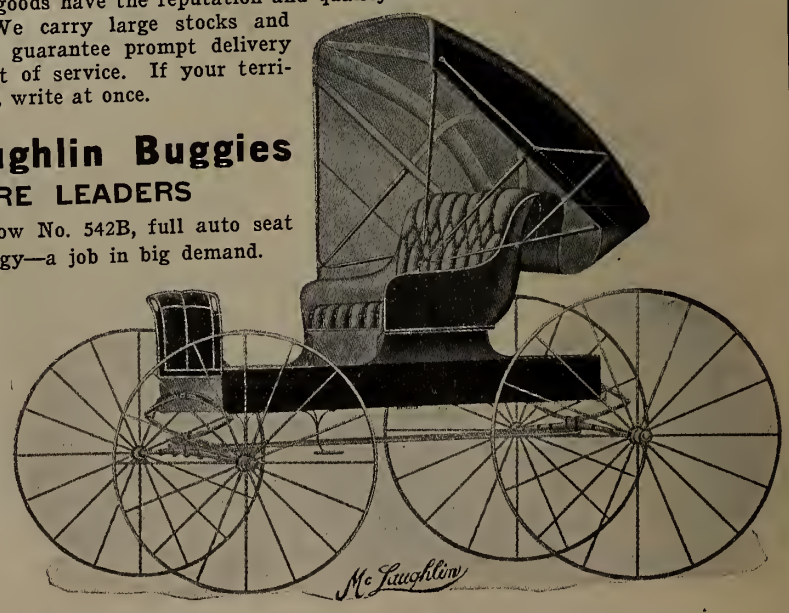
McLaughlin Buggies ARE LEADERS

Here we show No. 542B, full auto seat Top Buggy—a job in big demand.



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CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 1 WINNIPEG, CANADA, JANUARY, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

The Recent Tractor Trials at Lincoln, England

By J. E. Martin, Testing Engineer,
Hyatt Roller Bearing Co., Chicago

From the viewpoint of tractor men in North America the recent tractor trials at Lincoln, England, are not without interest. The war brought Great Britain a distressing scarcity of farm labor, the diversion of horses for war uses and an abnormal demand for food. Power farming became a vital national problem. In addition to the tractors supplied by English factories, a large number of American machines were shipped into the British Isles during the war.

The object of the Lincoln Tractor Trials, in England, was to enable the farmer to see first hand, tractors and implements of different kinds and types doing actual work under every day conditions.

The tests were conducted on a purely constructive basis rather than in a spirit of contest. It was the aim to bring out the diversity of uses to which a tractor could be put and to emphasize respective merits of different machines for different classes of work.

The judges appointed by the National Farmers' Union were all well known farmers and men of extensive practical experience. It was their duty to watch at all times the performance of the machines.

In addition to this, an official observer was appointed to follow each machine during the time it was operated. These observers were provided by the entrants and were carefully chosen for their mechanical ability and knowledge of power farming. In all instances they were assigned to competitive machines. For example, the Titan was under the observation of a Glasgow representative and the Glasgow was observed by a Moline man, etc., etc.

These observers made their reports to the Engineering Committee and such data was an additional influence in the preparation of the official report. Hence, this official report of the trials will enable the farmer to check his individual observances in connection with an unbiased engineering and practical viewpoint before making his final choice.

In spite of the decided possibility of a railroad strike the attendance was much larger than had been expected, running as high as 15,000 on several days. It is estimated that fully 75 per cent of this attendance were farmers, practically all of whom were financially able to purchase tractors. These farmers came from all parts of the British Isles, practically every district in England, Scotland and Ireland being represented. Obviously, these men who had come so far to witness the demonstration represented potential business and the intense interest manifested by them at the trial grounds certainly substantiated this.

Preparing to Conduct Test on the Italian "Fiat" with Hyatt Dynamometer. Note typical English Plow being Pulled.

A total of fifty-three tractors, including twenty-eight different makes, participated in the trials.

There were fifteen American models: Avery, Cleveland, Emerson, Fordson, Galloway, G. O., Gray, Illinois, Mogul, International "Junior," Titan, Moline, Waterloo Boy, Wallis, "Junior," Whiting Bull. Sixteen English models: Alldays, Austin, Blackstone Wheel Type, Blackstone Crawler Type, Clayton, Crawley, Eros, Glasgow, Mann, Martin Wheel Type, Martin Crawler Type, Maskell, Omnitractor, Pick, Saunderson, Weeks, and one Italian model, the F.I.A.T. Several of the American makes, including Wallis and Fordson, are also being manufactured in England. French tractors would undoubtedly have been represented had it not been for the fact that the demonstration at Senlis, France, was scheduled for the following week.

As compared to the Wichita demonstration, where approximately 200 tractors were demonstrated; the Lincoln trials were limited as regards number of tractors. This very fact, however, enabled the farmer to get a much more thorough idea of individual performance of each machine.

In this respect the Lincoln trials might be compared to the earlier demonstrations held on this continent, for instance, the Winnipeg demonstrations from 1910 to 1912, excepting, of course, that the entries at Lincoln as compared to those at the old Winnipeg events, showed the result of the experience gained in tractor design since that time and a greater uniformity of design and performance was in evidence.

Although the primary purpose of the Lincoln trials was to organize and stimulate the power farming machinery business throughout Britain it drew quite an appreciable attendance from other countries, including France, Italy, Norway, Sweden, the Balkan countries, Egypt, South America, etc.

In addition to the field work, provision was made to exhibit the tractors and implements in the two aerodromes where visitors might leisurely examine the machinery and obtain catalogues, etc. These aerodromes were located central to the plowing fields. A number of motor cars, trucks, accessories, etc., were also exhibited in these buildings and in tents that had been provided for the purpose.

In marked contrast to the American demonstrations the plowing fields at Lincoln were quite small, the largest being 47 acres and the smallest 9 acres There were a total of 27 fields. The total acreage was 535, which made the average field only 20 acres. This seems extremely small to us, but it was truly representative of the average British farm.

Two distinct tests were conducted.

A Draw-Bar Dynamometer Test

One of the requisites for entering a machine was that it must be submitted to such a test for the purpose of guiding entrants as to how many bottoms might be drawn by the machine, the intention being to have each tractor travel at the uniform rate of 2½ miles an hour and at this speed develop its maximum pull.

The Field Test for Soil Resistance

In Britain no accurate data concerning soil resistance, etc., had ever been obtained prior to the trials. In scientific power farming such information is of great importance. This was recognized by the committee, in fact it was one of the primary purposes of the trials to obtain this data.

The drawbar tests were made with a dynamometer built by the National Physical Laboratories of Great Britain. This dynamometer embodied a hydrostatic unit, pressures on which were transferred through a Bourdon spring tube to a pen, which recorded the fluctuations on a graduated sheet. A speedometer was geared to the front wheel of a trailer wagon, the whole mechanism being mounted on a stub frame worn at the front of this trailer wagon. The fact that this apparatus had to be used in connection with a trailer wagon rendered it impractical for any purpose other than the foregoing.

Hyatt Dynamometer Used

The field tests presented a much more difficult problem. In order to ascertain soil resistance and draught of plows accurately, a special instrument was required. The English have always excelled in the design and construction of accurate laboratory testing devices, but the scientific determination of power farming data had heretofore received little attention from them, therefore no English instruments were suitable. It was for this reason that Hyatt Dynamometer Service was invited. The Hyatt dynamometer used in the field tests was the latest development of the special tractor dynamometer originally designed and developed by C. M. Eason, manager, tractor division, of the Hyatt Roller Bearing Company.

Essentially it is the same instrument that has been officially used at all the American demonstrations since 1914.

The Hyatt dynamometer is decidedly a one man apparatus, the various units having been arranged so that the required observations are automatically and simultaneously recorded on a single chart, which may later be analyzed and results computed with very little possibility of error due to the human equation. This instrument is made up of three units—a hydrostatic pressure unit, a recording gauge and a land wheel. The function of the apparatus is to record pull, time and distance travelled, which factors are easily translated into draw-bar horse-power.

The hydrostatic pressure unit used at the international tractor trials is of the lever type. A piston works against a liquid in a rubber bag contained in a cylinder. Pressures on the piston are transmitted through the liquid to a Bourbon spring contained in a gauge. Changing pressures are recorded on a graduated chart by means of a pen arm attached to the Bourbon spring.

To record the distance travelled, a bicycle wheel is attached to some convenient part of the tractor. The travel of this wheel is transmitted in the recording gauge which in turn rotates a shaft on which the chart is carried and causes the pressure to be recorded over a section of the chart corresponding to the distance travelled.

To record the time, a disc is revolved by means of a clock mechanism. On this disc a series of cams are cut in such a manner that each cam corresponds to one minute interval of time. An arm carrying a pen is actuated by the revolutions of this cam disc and indicates the minutes on the outer graduated section of the chart.

The use of this dynamometer in making scientific investigations of power farming problems from a technical standpoint is very wide.

Much valuable data can be obtained in regard to soils and the effect of moisture on soils; the advantages of different type coulters, the comparative pull of disc and mouldboard plows; the effect of variations in depth and width of cut, of varying speeds, hitches, etc., etc.

The Hyatt dynamometer established the fact that there was a considerable variation in the fields at the Lincoln demonstration. For example, the soil in one field offered resistance of 810 pounds when plowed 6 inches deep with a 9 inch bottom. The resistance in another field was 710 pounds with a 10 inch bottom also set 6 inches deep, while a third averaged 592 pounds with a 9 inch bottom at a 5½ inch depth.

The soil of the cliff land was a light loam. In some places it was mixed with sand. This fact was brought out by the variations in soil resistance which ran between 392 and 565 pounds at the same width and depth of cut.

A number of the drivers at the Lincoln trials were not proficient in the handling of tractors. This was particularly true in the matter of the relation of the plow to the tractor. In some instances this was a serious handicap, the lack of understanding of the plow being reflected against the tractor.

The problem of the relation of the plow to the tractor was the subject of much discussion at the grounds and was frequently mentioned by the British trade press, not only in the matter of properly hitching the plow to the tractor, but as regards the design of the plows and implements used with the tractor. Instead of turning the furrow over flat, as is customary in America; in England, due to the excessive moisture in the soil caused by climatic conditions, it is necessary to turn the furrow on edge for drainage purposes.

Self-lift plows were very much in favor, in fact, the British farmer is keenly appreciative of any improvement in the implement field. The disc harrow, for example, which is a universal favorite in this country, is just beginning to gain favor with the Briton. The British tractors and the American tractors participating in the trials followed the same general tendencies in design.

With one or two exceptions all of the tractors entered were kerosene burners. The prohibitive cost of petrol or gasoline in Britain makes it a prohibitive fuel.

Hauling Tests

Two other phases of the demonstration that created a great deal of interest were the tractor hauling test and the grain threshing exhibitions. The hill picked for the hauling trial was very conveniently located and a large number of interested spectators were in attendance whenever any of the entrants essayed the climb. To give the tractors a maximum load on this grade each contesting machine was required to draw a trailer wagon loaded down with pig iron bars until the limit of its power or the limit of its traction was reached. The very great advantage of rubber tires or even smooth drive wheels was brought out on the hard stone surface of this hill.

A New Year's Message to the Implement Dealers of Saskatchewan

By F. E. Raymond, Secretary of the Saskatchewan Branch, Retail Merchants Association of Canada

The opening of the New Year naturally suggests good resolutions, in business as well as in other walks of life—we resolve that past methods shall be improved upon, that the year just opening shall be one of sound, substantial progress, that our businesses shall be built upon a solid foundation, and so on. And one of the most practical resolutions the implement dealers, not only of Saskatchewan, but of every other province in the dominion, can make, is that there shall be absolute cohesion and co-operation in their ranks. Co-operation is the old story of the bundle of sticks. A single stick is of little use against even a small amount of force, but tie them together in a bundle and it will take a tremendous amount of force before they can be broken.

It is the same in our business relations. The implement dealers, in their individual capacity, can do little to better their business conditions when it comes to legislative measures or questions that affect the implement trade as a whole. Here is where the implement section of the Retail Merchants' Association exerts its influence on behalf of the implement trade, and benefits also the individual merchant. The meetings that have been held since the inception have proved that by co-operation with their fellow merchants dealers can better grapple with the problems that are continually confronting them. For instance, during the past year the wholesale and retail implement dealers of Saskatchewan got together and discussed a number of important questions affecting this particular branch of the association, including the cost of selling small implements, margins of profit, conditions surrounding the granting of notes, discounting notes, profit on repairs, etc. These, and many other problems with which the implement dealer has to contend, may be solved by a getting together of the members in periodical gatherings and, when necessary taking united action in bringing about necessary legislation.

In Unity is Strength

One of the strong points in connection with the implement dealers' section of the Association is that they do not stand alone in fighting their battles. They have the whole of the members of the Retail Merchants' Association behind them, from Halifax to Vancouver. Each local association does not stand as a single unit but is bound together with every other branch of the association in one solid chain from coast to coast. It is because of these united interests that the association, as a whole, has been able to accomplish all that it has accomplished during its existence. Both dominion and provincial governments now realize the power behind the association, and the fact that, when they approach them on any question vital to their interests, they are doing so with the backing of the merchants throughout the entire dominion. Hence the implement dealers' section has not only the support of their own individual members but of the whole association.

Now as to the benefits to be derived by the individual members of the implement dealers' section of the association. The services rendered by the various departments at the provincial office in Saskatoon are many and varied, and, in themselves, are alone worth more than the membership fee of the association. A staff is employed, prepared to deal with any question whatever appertaining to any section of the retail trade.

The collection and credit rating department has a special system for assisting merchants to collect their back accounts and can give accurate reports on persons who ask for credit, thus eliminating the deadbeat and saving the opening of bad accounts.

"We Handle the OilPull *because*

—it burns kerosene successfully,
—it delivers its rated horsepower,
—it stands up for years at hard work."

—Throndsen & Lindahl.

"WHEN we were considering a few years ago what tractor we should sell," said Throndsen & Lindahl of Canby, Minn., "we wanted one that would burn kerosene successfully, that would deliver the power claimed for it and would stand up for years at hard work. While looking up the record of various machines we found three 30-60's and one 15-30 OilPull that had been doing hard work for about nine years. They are all on the job yet and will be for years to come. They all burn kerosene now as well as they did when new, and have plenty of power.

"Second, the OilPull is well known and well advertised. The Rumely organization is well founded and will not blow up over night.

"They have large branch houses that give good service and the factory guarantee is a winner. The advertising and sales help given the dealer is something unusual and the territory reserved for each dealer is large enough to justify an investment.

"But, after all, the main reason for wanting the Rumely OilPull agency is our honest desire to sell a machine that we know is good."

The Advance-Rumely line for 1920 includes four sizes of OilPull Tractors—12-20, 16-30, 20-40 and 30-60 H. P., and five sizes of Ideal Separators—22x36, 28x44, 28x48, 32x52 and 36x60, all standard in design and construction.

We have a dealer proposition that offers unlimited possibilities. Ask for it.

ADVANCE-RUMELY THRESHER COMPANY, *Inc.*

Calgary, Alta. Saskatoon, Sask. **La Porte, Indiana** Regina, Sask. Winnipeg, Man.

48 Abell Street, Toronto, Ont.

THRONDSEN & LINDAHL
CANBY, MINN.
OilPull
THE ONLY TRACTOR THAT BURNS KEROSENE UNDER ALL CONDITIONS GUARANTEED IN WRITING

Seven reasons why Throndsen & Lindahl find tractor business profitable.

ADVANCE-RUMELY

The freight department gives advice on such matters as railroad freight transportation, checks, freight bills, traces lost goods, and institutes claims for goods damaged in transit, and deals with other questions affecting the transformation of merchandise.

The legal department offers advice on minor legal enquiries without any charge, and thus saves many dollars in legal fees.

The insurance department, through the Retail Merchants' Mutual Fire Insurance Co., enables the merchant to reduce his insurance premiums by 25 per cent and checks merchants' policies in order to ascertain if they are fully protected in case of fire.

The publicity department through the official organ of the Saskatchewan Alberta branches of the association, "The Western Retailer," deals with many of the problems affecting all branches of the retail trade. In addition to giving many educational articles dealing with every section of the retail trade, it carries special sections for exposing dishonest trading, faking competitions, and other frauds, up-to-date ideas for the merchant, many of which will save the merchant many dollars in the course of the year.

The advertising department handles the advertising for merchants in either city or country daily or weekly newspapers; publishes a "Store News" for merchants; organizes advertising campaigns, etc. Quite a number of merchants have taken advantage of this department and have been enthusiastic as to its results from a financial aspect.

Another new venture which has proved very successful in its inception is the formation of a district branch in the Assiniboia district with D. S. Saunders in charge as the district secretary. The merchants are already realizing the advantages of this "forward movement" and in time it is hoped that the whole province will be covered with a network of district branches.

In addition, there has recently been established a business selling department for the buying and selling of businesses by bringing the buyer and seller together and carrying through the transaction.

These are but a few of the advantages afforded to members of the Implement Dealers section of the R. M. A., through the many departments operated from the provincial office, but enough has been said to show that much more can be done for the individual dealer and for the trade collectively by their association than by any singlehanded effort to better their conditions.

The annual convention of the Saskatchewan branch of the R. M. A., will take place at Moose Jaw, in June, 1920, when many questions of interest will, doubtless, be discussed, both to implement dealers in particular and retailers generally.

The coming year will offer many opportunities for the combination of effort on the part of the implement dealers of the provinces and the dominion and no better channel for improving their status in the retail world offers itself than their own particular branch of the Retail Merchants' Association.

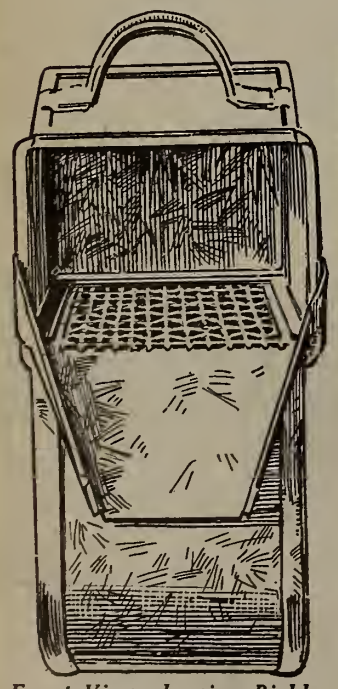
PUMPS
AND
Clothes Reels
Made in the best equipped factory in Canada.
We make and handle pumps for all kinds of work.
We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

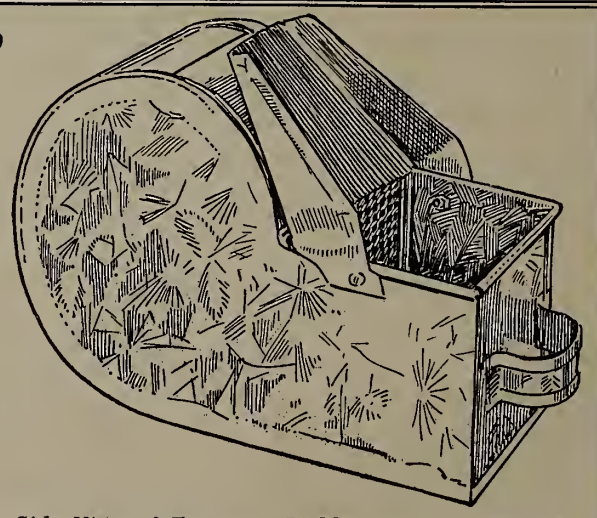
Distributors:
A responsible house is wanted to handle a complete line of
Swedish Cream Separators
of highest quality. Exclusive territory granted. Reliable service guaranteed. Submit applications through A. A. THOMSON, c-o Canadian Farm Implements, Winnipeg.

LONDON CONCRETE MIXER, No. 4
equipped with "NOVO" DUST PROOF GASOLINE ENGINE
Capacity 40 cu. yds. per day
This machine is especially suitable for small jobs. It is built to last a lifetime. Saves the price of itself in thirty days' use. Write for catalogue No. 1-K.
LONDON CONCRETE MACHINERY CO. Ltd.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery

The "ECONOMY" PICKLER
ECONOMICAL EASY TO HANDLE
ONE MAN OPERATES


Front View, showing Pickler Tilted to Dump Grain

Heavily Reinforced on Front and Bottom where the roll comes


Side View of Economy Pickler Ready to Receive Grain for Treatment

All fluid drains into bottom compartment when dumping grain. Absolutely no waste. Every grain treated because immersed in the fluid.
No shovelling to get grain away from legs—as there are no legs to bother. Properly balanced so as to dump with little exertion.
The Best Constructed and Simplest Pickler on the Market
AGENTS WANTED EVERYWHERE
CANADIAN SPECIALTY CO.
MOOSE JAW :: SASK.
Distributors for Manitoba: McDONALD & McKINNON, 156 Princess St., Winnipeg

Wuthrich Connects With Monarch Tractors

The manufacturers of Monarch tractors announce the appointment of C. E. Wuthrich as district manager for Canada. Mr. Wuthrich has had a great deal of experience in the implement business which will no doubt prove extremely valuable in his present connection.

He started his business career with Warder Bushnell Glesner Co., of Springfield, Ohio, the manufacturers of Champion binders, mowers and rakes. He was transferred to the Fargo office of that concern in 1898. He became associated with the Emerson Newton Implement Company in 1902. In 1904 Mr. Wuthrich came to Canada where he connected with the Canadian Moline Plow Co., of Winnipeg, remaining in this position until they withdrew from the Canadian field in 1908, when he entered the services of the John Deere Plow Company, Ltd., of Winnipeg. For this concern he travelled in Manitoba and Saskatchewan. In 1910 he was transferred to Alberta and became manager of their Calgary branch, being elected manager, director and treasurer of the John Deere Plow Company in Alberta, which was formed in 1912. This position he held until 1917, when he became connected with the Monarch Tractor Company. Mr. Wuthrich has had extensive field experience with the well-known Monarch Tractors, especially on the Pacific Coast.

Knowing Canadian conditions thoroughly Mr. Wuthrich should be a distinct asset to General Tractors, Inc., Chicago, and Brantford, Ont., who manufacture the well-known line of Monarch track-layer tractors.

Winnipeg Will Have the Largest Creamery Butter Exhibit ever Shown In Canada

It may be a surprise to some who have thought of Western Canada as a grain growing country to know that for the past two years there has been staged in Winnipeg, in connection with the dairy show and annual convention of the Manitoba Dairy Association, the most extensive creamery butter exhibit in the Dominion. In the past, these exhibits have been confined to western Canadian entries, but at the 1920 convention and dairy show, to be held in Winnipeg, February 16th to 21st, all eastern provinces will be largely represented and the complete exhibit will comprise three times as many samples as were shown anywhere in Canada.

The carefully planned competitions among prairie province creamerymen during the past few years have resulted in raising the quality of our butter to an enviable position on the world's markets and have been largely responsible for the fact that for two years the West has carried off premier honors at Toronto and Ottawa expositions and was in the front rank at the recent National Dairy Show, held in Chicago.

The West is justly proud of the standing of the product of her creameries and of the fact that, as a result, the annual convention of dairymen, at Winnipeg, has become the outstanding event of its kind in the Dominion.

At the Winnipeg Dairy show, in 1920, the exhibits of dairy equipment and supplies, including cream separators, milking machines, etc., will be nearly twice as great as was the case at the 1919 show. Last year we had an exhibit of dairy equipment that would be hard to equal. This year the greatly increased number of concerns putting on exhibits assure the fact that the Winnipeg Dairy show, held during Bonspiel Week, will be the biggest event of the kind ever put on in Canada. Every implement dealer who will be in Winnipeg from February 16 to 21 should make a point of visiting the show in order to investigate the lines of dairy equipment that will be on display.

An Ensilage Cutter With Roller Bearings

The new model Plymouth ensilage cutter, displayed at the recent Milwaukee Implement Show, created much interest among farmers and dealers. This machine represents a departure in ensilage cutter design in that the cutter shaft is mounted on Hyatt roller bearings.

A series of tests have been conducted on such machines for some time past. They have been subjected to severe use in the hands of farmers, but it is only now that a cutter so equipped has become a standard product.

Many advantages are claimed, including the following: Freedom from constant oiling and the time incident thereto. No danger from hot boxes. Ability to withstand greater shocks. No necessity for adjustment and repairs. Insurance against costly delays in getting work done. Less power required to operate.

Make it a resolve to increase your cream separator business during 1920.

Power Loss in Driving

The average loss of transmitting power by belt from one pulley to another, in small equipment on the farm, can safely be taken as 10 per cent, so if we had a 5 horse power engine driving another machine we would lose 10 per cent of 5 which is .50 or ½ horse power, so the delivered power would only be 4½ horse power.

"I would rather sell DE LAVAL without making a dollar because I would earn my customers' everlasting gratitude"

G. H. Svart
De Laval Agent

There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it, with the De Laval than with any other separator.

"Halfway, Ore., Oct. 28th, 1918

"The De Laval Separator Co.

"Gentlemen:

"With the greatest of pleasure I sign your separator contract, and be further assured that it is the only separator contract that I ever have signed or ever will sign, as I learned my butter-making trade with that separator in the year of 1889, and have seen and operated nearly every separator in existence; but the De Laval is so far superior to all other makes of cream separators that I really consider any other machine a poor imitation.

"I not only speak from the standpoint of an agent, but also can speak as an expert creameryman.

"I have seen a good many cream separators rise and fall (they didn't rise very high) but the De Laval is the only separator that is kept up to standard, and constantly improved, if any improvement is possible.

"I have been offered separator contracts here from other concerns where I could make a larger commission at the time being; but I sure would expect to be cussed and kicked all over, inside a year, if I sold any such make of machine. *I would rather sell the De Laval machine without making one dollar, because I would earn the everlasting gratitude of the men I sold it to.*

"Very truly yours,

"G. H. SVART."

THE DE LAVAL COMPANY, Ltd.

MONTREAL PETERBORO WINNIPEG VANCOUVER

50,000 Branches and Local Agencies the World Over

Sell the Separator that the Farmer ought to have

THE

VIKING

Farmers should have the VIKING because it is . .

Simple
Durable
Fewer Parts to wear out
Runs Easier

Guaranteed for a Lifetime

The Viking makes the dealer more profit on his investment, sells readily because widely advertised and backed by the best selling and service organization.

We own the exclusive straight disc skimming device which insures ease of operation—closer skimming and most easily washed device made.

If you want the best profit making line of separators on the market—

BE THE VIKING DEALER IN YOUR TERRITORY

Write to-day for Viking Dealer Proposition . . .

DEPT. A

SWEDISH SEPARATOR CO.

CHICAGO—507 So. Wells Street
NEW YORK—261 Broadway
MONTREAL—422 Power Bldg.
WINNIPEG—714 Confederation Life Bldg.

E-B Sales Covention

The fifth annual sales convention of the Emerson-Brantingham branch house managers was held at the general office, at Rockford, Illinois, December 16-20. A. T. Jackson, vice-president and general sales manager and chairman of the convention. In his opening remarks he stated that "we have mapped out the biggest program for 1920 we have ever planned, but no greater than the organization that will put it across. We have just closed the most successful year in our history and now we want to place our thoughts on 1920 affairs."

Associated with this conference were the assistant managers, credit and collection managers, works managers and members of the E-B Development Club. The latter is an organization composed of salesmen who have records of at least one hundred thousand dollars worth of business annually. Some hundred and fifty were in attendance at the sessions.

The theme of the convention was "Increased Sales and Earnings Bring Individual Prosperity." C. S. Brantingham, president of the company, in his welcoming address informed the managers that despite the many difficulties through which the different manufacturers are passing that 1919 had been very satisfactory in the results obtained by the E-B company. He predicted that 1920 will be the most prosperous year the company has ever had.

Competent speakers handled subjects of general interest in both general and group sessions. Time was allowed for the discussion of these by all present. A feature was a visit of the Development Club to the E-B implement, carriage and gas engine works. Representatives from the 15 E-B branches in the United States and Canada were in attendance.

Jennings Joins Empire Organization

A. P. Jennings has been appointed advertising manager of the Empire Cream Separator Co., of Bloomfield, N. J., and is now in control of the advertising department of that organization at 150 Nassau St., New York City. He succeeds Paul Wing, who resigned recently. Mr. Jennings was with the Sharples Separator Co., West Chester, Pa. for over six years, four of which he acted as manager of the Chicago branch of the company. A little more than two years ago he was called to West Chester, the home office of the company, to serve as assistant advertising manager and manager of the service department.

A. P. JENNINGS
Advertising Manager Empire Cream Separator Co.

In March, 1918, he went with the Knickerbocker Motors, Inc., of Poughkeepsie, N.Y., as advertising manager. He recently returned to the cream separator business as advertising manager of the Empire organization. With a long experience in publicity work, Mr. Jennings should be a distinct asset to the Empire Cream Separator Co.

Warren Back from Sweden

W. M. Warren, general manager of the Swedish Separator Company, Chicago, Illinois, has just returned from Sweden, where he has been paying a visit to the factory in which is made the Viking cream separator. Mr. Warren reports conditions in Sweden excellent and a very satisfactory trip. The demand for Viking cream separators is increasing the world over, and the factory is working full capacity and also building additional factory space and installing new machinery.

Mr. Warren anticipates an exceptionally good sales year for cream separators as the Viking is becoming better known all the time and also the demand for cream separators is exceedingly heavy at this time on account of the high prices being paid for butter-fat.

It's all right to book business, but you must also be a good judge of credits.

The Pickler Season is Here

Handle the HOILAND Smut Cleaner and Pickler

Large capacity per hour. Every kernel of grain thoroughly pickled. The Hoiland is provided with a skimmer to skim off top of solution all smut balls, king heads and all light, foul seeds that float. Dealers stock the Hoiland and you get the business.

Quick and Easy to Operate

Lincoln Smut Cleaners

Sold on a positive guarantee to prevent smut. Separate smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN TWO SIZES

The Cushman Line Pays

Get the Cushman Contract for 1920

We are exclusive Selling Agents for: Tractors, Light Tractor Plows, Combination Threshing Outfits, Engines, Land Roller and Sub-surface Packer, 24x46 Tractor Separators, Straw Spreaders, Electric Lighting Plants, Cutter Gears, "New Superior" Fanning Mills, Lincoln Grinders, Smut and Pickling Machines, Saws, Vacuum Washers, Shinn-Flat Lightning Conductors, Incubators, Hoiland Wild Oat Separators, Automobile Accessories, etc.

Ask for Particulars, Prices and Agency Offer

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

A *special* lubricating oil that makes separators run more smoothly and last longer

The Sharples Separator Company, the pioneer and largest manufacturer of separators, has made and put on the market a special oil for separators.

This oil has been perfected after many tests in the Sharples factory—first to make a separator run faster and better, and second, to keep the separator in a uniformly good condition. Fifty per cent of the breakdowns in all separators is due to the use of the wrong oil. The high speed which a separator attains requires

SHARPLES SEPARATOR OIL

As a dealer, you should feature and sell Sharples Separator Oil because of the large profit it pays and because every owner of a separator, emulsifier or clarifier is a logical prospect. The field is *wide open*.

The strong, handsomely lithographed container is an advertisement in itself. Display it on shelf or showcase. It will attract attention and bring sales. Arrange now for an advertising display of Sharples Separator Oil.

Write to-day for full particulars, prices and selling plan.

Sharples Separator Oil comes in quart and gallon cans.

THE SHARPLES SEPARATOR CO. WEST CHESTER, PA.

Factory: TORONTO

Distributors through all their Branches . . . .
"Over 2,425,000 Sharples separators in daily use"

Branches: REGINA and MONTREAL

P-85

Sharples Canadian Forces

The Sharples Separator Company, with offices and factory at Toronto, now have one of the most complete and efficient sales and production organizations in the dominion. We take pleasure in showing the pictures of some of the executives of this progressive organization, together with a short write-up of each one of the men, who are to-day largely responsible for the big success of the Sharples line in Canada.

O. P. Maclean (Centre)

In January, 1907, an energetic young man applied at the Sharples Toronto offices for a job. There was an opening in the order department, and so he was started as an order clerk. He spent two years in that position, two years as accountant and cashier, and then was transferred to the Winnipeg office as assistant manager. Two years later he was brought back to Toronto as accountant in charge of the office, was made credit manager and then in 1914 was advanced to Canadian manager of the Sharples Separator Company. That man is Mr. O. P. Maclean.

Mr. Maclean was born in Toronto in May, 1886, and was raised on a farm. After leaving school he attended Victoria College and then took a business college course. He spent a few years in one of Toronto's largest wholesale and retail grocery houses and then a couple of years in the Dominion Bank in Winnipeg, Manitoba, before he started with the Canadian Sharples force. Mr. Maclean said recently: "The reason that I have tried to do my duty is because the Sharples Separator Company has proved to me, in the years of my service, that it is a company that does business over and above board all the time."

A. W. Ecclestone (Lower Right)

Mr. Ecclestone, who is now Sharples sales manager for Ontario, was formerly connected with the Bayne's Carriage Co., as sales manager for a number of years, both in the East and the West. Due to the poor health of his family, he went east and started with the International Harvester Co., of Hamilton, as blockman. Seeing the future that was in the dairy business Mr. Ecclestone decided to join Sharples as a regular salesman, covering the Niagara Peninsula. After three months, Mr. Ecclestone was put in as a special salesman for western Ontario. About the first of August Mr. Ecclestone came in to help with sales correspondence and on September 15th, 1919, was placed in charge as Ontario sales manager.

Group Photograph of Sharples Canadian Executives

Geo. S. Robson (Upper Left)

Mr. Robson, who is superintendent of sales in eastern Ontario, was for several years blockman for the International Harvester Company, both in eastern and Western Canada. After coming East, he was associated with the Canadian Fairbanks Morse, as special salesman. He placed on the market the little Midget-Mill and made a big success of it.

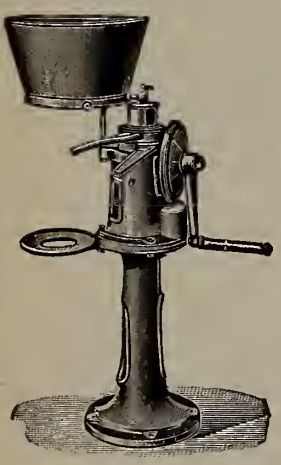
A. E. Johnston (Upper Right)

Mr. Johnston, superintendent of sales in western Ontario, first started in the business with the Massey Harris Company, and was sent by them to organize in the Argentine. On his return to Canada he was offered a position as assistant sales manager with the International Harvester Company, and then was made head blockman, being connected with them for twenty years. He started with the Sharples Separator Co. as chief organizer, and made such a success of it, that he was appointed superintendent of sales for western Ontario.

W. R. Fulkerson (Lower Left)

Prior to the formation of the International Harvester Co., W. R. Fulkerson was blockman with the Deering Harvester Co. Early in 1905 he was induced to enter the financial field. He assisted in organizing three prominent companies—The Great West Permanent Loan, the Canada National Fire Insurance and the Imperial Canadian Trust Company. He subsequently held the position as collector-manager for all three of these associated companies with their headquarters in Winnipeg.

Later he came East. Hearing of the Sharples suction-feed separator he started on with the company as one of the regular salesmen, working in central west Ontario. In July he moved in to east Ontario as special factory machine salesman, working in central west Ontario. Mr. Fulkerson has been appointed manager of the Regina branch of the Sharples Company.

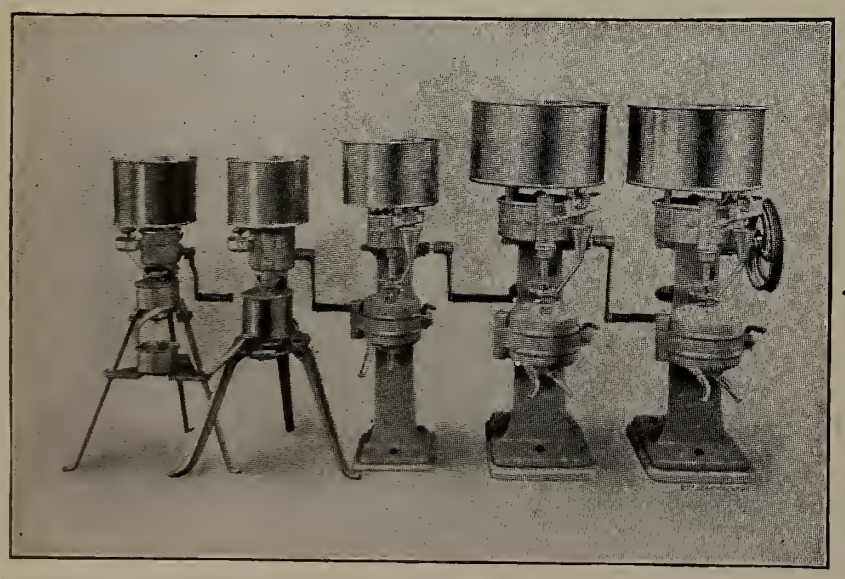


Sell Lister "Premier" Cream Separators

Made in seven sizes. Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour. Short crank, easily turned. Aluminum discs—cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run, easy to clean, gets all the butter-fat. Ask for particulars.

The Famous "MELOTTE" Cream Separator

Capacities from 280 to 1300 lbs. per hour. The Melotte has a reputation for quality construction and quality work that assures the dealer profitable business. We are sole Canadian distributors for this line.



Lister "Premier" and "Melotte" Cream Separators offer Western Canadian dealers two lines that assure them the separator trade in individual territory. GET THE AGENCY.

R. A. LISTER & CO. (Canada) LIMITED

WINNIPEG, MAN. TORONTO, ONT.

Announcing

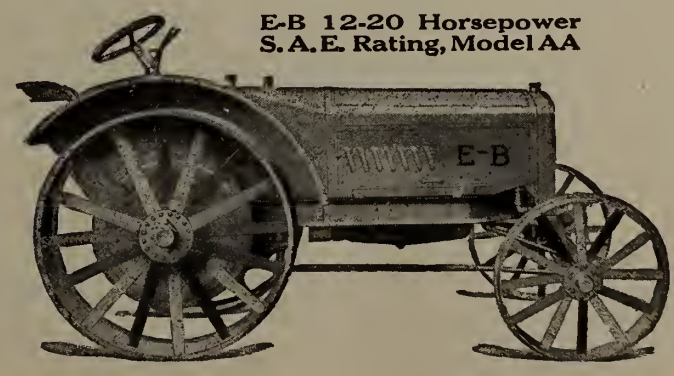
Anderson-Roe Co., Ltd.

Distributors of the E-B Line in Manitoba, Saskatchewan and Alberta

This means the best possible representation to Canadian dealers for the line of farm machinery that has won its leadership through 67 years of experience.

Our Own E-B Branch at Regina Distributes the E-B Line of Power Farming Machinery

A Complete Line of Farm Machinery Manufactured and Guaranteed by One Company



E-B 12-20 Horsepower
S. A. E. Rating, Model AA

THE E-B LINE

Plows	Grain Drills
Harrows	Sawmills
Cultivators	Manure Spreaders
Pulverizers	Tractors
Listers	Tractor Plows
Ridge Busters	Threshers
Planters	Stationary Engines
Stalk Cutters	Binder Engines
Mowers	Portable Engines
Rakes	Pump Jacks
Hay Loaders	Corn Shellers
Tedders	Hay Presses
Stackers	Grain Binders
Vehicles	Corn Binders
Wagons	

Emerson-Brantingham Implement Co., Inc.

Established 1852 — **Rockford, Illinois**

BRANCH HOUSES

Billings, Mont.	Indianapolis, Ind.	Kansas City, Mo.	Syracuse, N. Y.	Minneapolis, Minn.	Des Moines, Iowa
Harrisburg, Pa.	Peoria, Ill.	Wichita, Kan.	Denver, Colo.	Regina, Sask., Can.	Nashville, Tenn.
Oklahoma City, Okla.	Sioux Falls, S. D.	Rockford, Ill.	Fargo, N. D.	Trenton, N. J.	Salisbury, N. C.
Columbus, Ohio	Dallas, Texas			Omaha, Neb.	St. Louis, Mo.

Allis-Chalmers Enters Canada With Tractor Line

One of the largest entries into the Canadian tractor field, in the history of the industry was made when the Canadian Allis-Chalmers, Limited, recently took on the Allis-Chalmers line for the entire dominion of Canada. The home office of the Canadian Allis-Chalmers, Ltd., is located at Toronto and branches are maintained in all the principal cities throughout the country.

G. E. Kamm, who is taking charge of the tractor division, comes from the Allis-Chalmers Manufacturing Company, of Milwaukee, Wis., and has had a wide experience covering over eight years of tractor work in all parts of the United States.

Mr. Kamm tells Canadian Farm Implements that he has great faith in the future of the tractor in Canada, and as the Allis-Chalmers line is comprised of sizes of tractors to meet every farmer's wants and needs, whether a large farmer or a small farmer, Mr. Kamm is looking forward to a large volume of immediate business.

The sales policy is to appoint distributors, jobbers and dealers, giving them a liberal working margin and an exclusive territory. The discounts are the same as prevail in the United States, and as the list prices are also the same as in the United States, the Allis-Chalmers should form a very attractive proposition.

Heavy Development Cost

The Allis-Chalmers Manufacturing Company is one of the largest manufacturing concerns in the United States, and has spent over $3,000,000 in the development of their present tractors, in accordance with their policy of taking every possible precaution to ensure the production of a perfect machine, as they also did in the perfecting of the steam turbine, and years ago, of the Corliss engine. The factory is now producing 50 tractors a day and as new facilities are being added to the already enormous plant, the men handling Allis-Chalmers tractors are assured of securing their scheduled shipments.

A glance at the Allis-Chalmers line shows a 6-12 general purpose tractor which may with ease be attached to any horse-drawn implements the farmer may have requiring four horses or less. For

LET US SEE what grounds Anderson-Roe Company have for soliciting the Patronage of the Western Canadian Implement Trade.

Quality—By having some of the best Lines built—Emerson-Brantingham Machines, for instance, need no introduction, nor do Tudhope Carriages, Woodstock Wagons, or "O.K. Canadian" Potato Machinery.

Service—Courtesy to all and promptitude in everything, are the ideals actuating their Branch Houses, at central points, which vouch for speedy, satisfactory service, and an assurance that all spare parts can be supplied ***Immediately*** when called for.

Dealers:—Do not these features cover the ***whole*** selection of a Line?

instance, it may be hitched to a binder, mower, disc or moldboard plow, disc harrow, rake or potato digger, and special attention has been paid to the cultivating of

G. E. KAMM
Manager Tractor Division, Canadian Allis-Chalmers, Ltd.

row crops inasmuch as the tractor has 28 inches clearance. A belt pulley comes as regular equipment with the tractor and 12 horse power is obtained therefrom for stationary work. Two of these tractors may also be connected together operating as one unit and forming a 4-wheel drive tractor for the heavier work.

Then there is the 10-18—a substantial two or three plow machine and the 18-30. The 18-30 is a masterpiece of engineering and construction embodying all the most modern tractor principles. It is a 4-cylinder tractor which burns kerosene at all loads, and although weighing only 6,000 lbs., develops well over its rated draw-bar horse power. It is an Allis-Chalmers product from radiator to draw bar, and the company states, carries their reputation still further on the road to manufacturing supremacy.

Grain Growers Annual Meeting

The annual meeting of the United Grain Growers, Ltd., was held in Winnipeg recently. Profits for the year ended August 31 were $148,549, a decrease when compared with the previous period. There are 36,000 farmer shareholders in the company, the paid-up capital totals $2,415,000 and the reserve is $1,500,000. The company handled 22,000,000 bushels of grain in 1919 and 29,000,000 bushels in 1918. A six per cent dividend was paid this year.

Minhinnick President of Travellers' Association

The annual meeting of the Northwest Travellers' Association of Canada, was held in Winnipeg, December 20. J. P. Minhinnick, of the Winnipeg branch, Cockshutt Plow Company, was elected president of the association for the ensuing year.

An increase of $37,244.29 in the net worth of the financial assets of the association was shown in the treasurer's report presented by J. E. Holland at the thirty-seventh annual meeting. O. H. Dingman, the retiring president, in his report blamed "extremists" for the delay in progress toward normal conditions.

Sameit Secretary for N.I. & V.A.

H. J. Sameit, who for several years has held an important position in the general offices of the National Implement and Vehicle Association in Chicago, has been appointed acting secretary of the organization. The vacancy was caused by the resignation of E. W. McCullough.

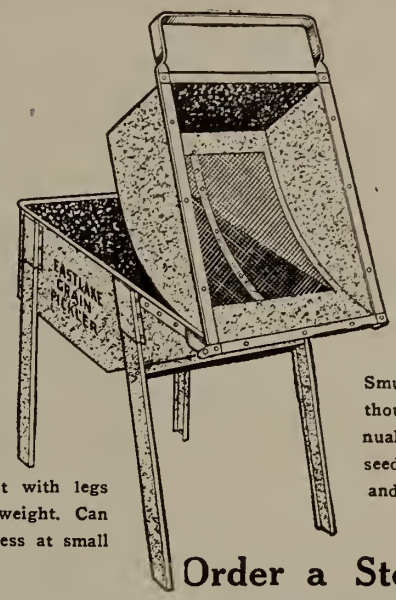
Enlarging their Factory

The Winnipeg Ceiling & Roofing Co., Limited, Winnipeg, are erecting a brick addition to their factory, 100 x 108 feet, with travelling crane, the purpose being for the manufacture of large oil containers, steel gasoline drums, kitchen range boilers and other lines.

Guarantee Your Customers Clean Seed by Selling Them

"EASTLAKE" Grain Picklers

Made of Heavy Galvanized Iron. Strongly reinforced. A strong, well-made Smut Destroyer, at a price that meets any competition.



Note the position of strong, galvanized mesh. Grain can be dumped rapidly without wasting any solution. Saves its cost in a single season.

Smut causes a loss of thousands of dollars annually. "Eastlake" treated seed means better yields and bigger profits.

Crated for shipment with legs detached. Light in weight. Can be shipped by Express at small cost.

Order a Stock—*NOW*

Immerses and Treats EVERY KERNEL

The Pickler season is here. Your business depends upon the success of your customers. The use of thoroughly clean, treated seed grain is essential. With the "Eastlake" Grain Pickler, the farmer can immerse his seed for a few seconds or several minutes as desired. Using the "Eastlake" he assures the complete eradication of smut balls, and prevents possible loss. A low-set, strong and efficient pickler with ample capacity for any farm. Display one on your floor right away. Profitable business will follow.

Concentrate on "Eastlake" Products this year. A complete line of Galvanized Shingles, Siding, Eave-Trough, Well Curbing, Culverts, Tanks, Garages, Portable Granaries, etc. Ask for illustrated literature and agency proposition.

The Metallic Roofing Co., Limited
Manufacturers

797 Notre Dame Ave., WINNIPEG, MAN.

Money

YOU ARE in business to make money! We all are, and the shortest cut to better profits is to deliver better service.

The ideal situation in business is when you make a good profit delivering good value and good service, and this combination is realized when you have the agency for the Hinman Milker.

Canada's Standard Milker is the greatest value on the market to-day. It sells easily because it has a reputation, works perfectly, stands up in service and costs about half as much as others.

Dealers interested in making "MONEY" on that basis write us NOW for territory.

HINMAN
CANADA'S STANDARD MILKER
H.F. BAILEY & SON, MFRS., GALT, ONT.

With the Manufacturers

National Steel Car Corporation, head office Toronto, capital $500,000, plans to manufacture and deal in steel cars.

Wood, Vallance & Company, Ltd., contemplate the erection at Regina, Sask., of a branch warehouse to cost $175,000.

The Great West Saddlery Co. will open an agency for the Goodyear Tire and Rubber Co., in Lethbridge, in February.

The Western Auto Accessories Company, Limited, head office Qu'Appelle, Sask., capital $60,000, has been granted a charter.

The Link-Belt Co. is enlarging its Belmont plant at Indianapolis by an addition to the foundry in accordance with original plans.

The U. S. Tractor & Mchy. Co., Menasha, Wis., has arranged with the All Trading Corp., Chicago, for export representation in central Europe.

The Dunlop Tire & Rubber Goods Co., Limited, Toronto, have a building programme under way which will involve an investment of $250,000.

Crescent Motors, Limited, capital $100,000, head office Montreal, will manufacture and deal in motors, tire casings, greases, oils, etc.

McPherson Wire Company, Limited, capital $400,000 head office Hamilton, Ont., plans to manufacture and deal in wire products of all kinds.

It is reported that the Fond du Lac Tractor Corp., Fond du Lac, Wis., is reducing its stock and will discontinue the manufacture of tractor attachments.

The Dayton Tractor Co., Dayton, O., has been formed; capital stock, $250,000; incorporators, K. A. Brenneman, Harry Gascho, J. H. Allen and A. H. Inderbitzen.

The Firestone Tire and Rubber Co. is locating in Hamilton, Ont., and will commence work on the new plant at once. It is expected to employ from 3,000 to 4,000 hands.

The German plant of the International Harvester Co., which was seized by the German government and operated during the war, has been returned to its owners.

The Studebaker Corp., of South Bend, has formed a subsidiary company with a capitalization of one million dollars to erect 1,000 modern homes for the company's workers.

Universal Battery Company, Ltd., head office, Hamilton, Ont., capital $40,000, will carry on a general automobile repair business and deal in batteries and accessories.

The Spokane Steam Tractor Co., Spokane, Wash., was recently incorporated with a capital stock of $150,000; incorporators are, R. D. Fish, I. M. Comer and L. C. Joseph.

Plans have been completed at Chattanooga, Tenn., for doubling the capacity of the Chattanooga Plow Co. This is the Chattanooga plant of the International Harvester Co.

The Norma Co. of America, makers of ball bearings, has moved its factory from the Bronx, N.Y., to Long Island City, where a modern four-storey reinforced concrete building has been acquired.

A training building for apprentices will be erected in connection with the Milwaukee Harvester works of the International Harvester Co. It will be one storey and 120 x 125 feet and will cost about $35,000.

The Bethlehem Motors, Corp., Allentown, Pa., has arranged for an issue of stock securities to net about $1,000,000, the fund to be used in part for expansion of the factory to increase the production of motor trucks.

Work on a new factory for the Fuller & Johnson Manufacturing Co., Madison, Wis., manufacturers of gasoline engines, has been started. Part of the old plant will be torn down and the new building erected at once.

The Cleveland Tractor Co., Cleveland, O., is planning the construction of two new buildings which will cost approximately $400,000. One of these will be used as a machine shop and the other as a heat treating plant.

The John Lauson Mfg. Co., New Holstein, Wis., recently started on its way a 1,000-foot film showing the Lauson tractor in operation. Scenes showing stages of production in the big Lauson shops are interspersed.

Work is under way on a new tractor plant, which is being erected at Toledo for the Automobile Corp., builders of farm tractors. The first unit will cost $60,000. It is expected that the plant will be completed in February.

Merritt J. Osborn, as receiver for the Nilson Tractor Co., of Minneapolis, received a bid from the Standard Motor Parts Co., of Detroit, Mich., of $26,000 for all the remaining assets of the company, except the bills receivable and accounts.

The Percival Plow & Stove Co., Limited, Merrickville, Ont., anticipate erecting, in the very near future, a new moulding shop, with a capacity of at least 35 moulders, and a new machine shop. This will enable them to increase their output at least 200 per cent.

When an extension, now under way, is completed, the F. E. Partridge Rubber Co., Limited, of Guelph, will augment the number of its employees from 350 to 500. The addition to the building is 100 x 60 feet, four storeys high. This company have had a very rapid growth.

The programme of the Oak Tire & Rubber Co., Ltd., Oakville, Ont., manufacturers of "Royal Oak" tires, calls for the enlargement of their factory next spring by the addition of another storey, size 200 x 60 feet, which will enable them to double their present output.

The Grain Belt Manufacturing Company, Fargo, N. D., are building a new $200,000 factory. The company, which has been operating on a small scale for a number of years, are satisfied that their tractor is a success and with this

FOX AUTOMATIC PICKLER

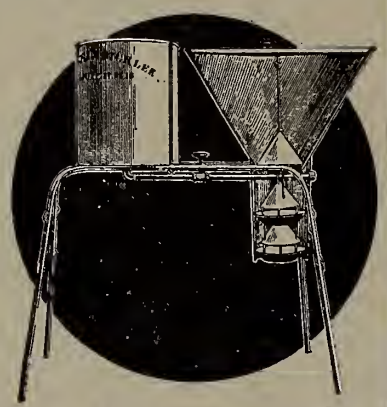
Same Construction and heavy high-grade material as in past. Built to last a lifetime.

CONSTRUCTION: 26 gauge galvanized iron with steel frame.

CAPACITY: 125 Bushels per hour.

EFFICIENCY: Thoroughly sprinkles and turns the grain over four times.

This pickler is not in the experimental stage, but has been on the market for years. Built for service and satisfaction.



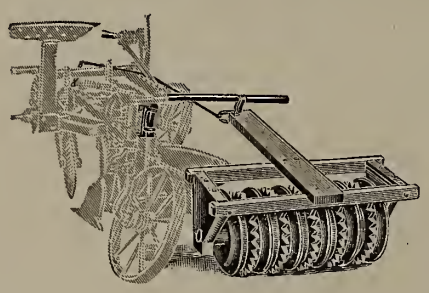
AGENTS WANTED AT ALL POINTS IN THE THREE PROVINCES

MANUFACTURED AND SOLD BY

CANADIAN SPECIALTY CO. :: Moose Jaw, Sask.

Distributors for Manitoba: McDONALD & McKINNON, 156 Princess St., Winnipeg

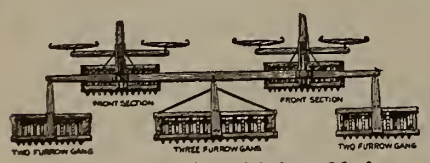
1 Machine 3 Operations



Fits Any Size of Plow

Farmer Jones Convertible Packer

You dealers who are now selling non-convertible packers will soon be discarding them for the convertible type—it's the logical way to prepare ground. It is also the cheapest and quickest. Orders are coming in direct now—If you



Made in 11 ft.—15 ft.—21 ft.

Separate sections of which can be used on gang plows.

Stock Up Now

You can do a lot of business—profitable business—on this line. Get all the facts now.

Last year we had hard work keeping up to orders. Enquiries are coming in earlier this year than last. It looks like a big year. Better investigate.

Christiansen Implements Limited

Cor. WILLIAM AND ARLINGTON WINNIPEG, MAN.

Power To Spare
For All-Year-Round Farm Work

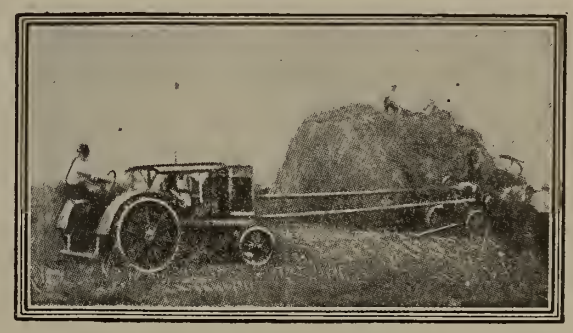
THE record of this kerosene tractor proves that it possesses astonishing *surplus power* in its motor when pulling three plows through any kind or condition of soil.

And POWER — power a-plenty and to spare — is what every farmer demands these days when purchasing a tractor.

Just look at the "selling arguments" you will be armed with — if you represent the ALLWORK. It is guaranteed to burn kerosene successfully. It has the largest, most powerful engine of any 3-plow tractor. It will turn shorter than any other four-wheel tractor — in a 12-foot radius. It handles 3 plows with ease in the toughest going — and just "walks away" with an 8-foot double-disc harrow and a two-section harrow *weighted down*. It will run a separator, corn sheller, feed grinder and do all kinds of belt work. Read the letter at the left.

Write for Dealers' Terms. They will interest you.

The ALLWORK does all kinds of field work easily. Pulls three plows—discs and harrows.



The surplus power of the ALLWORK enables you to use it for all kinds of belt work.

A Giant In Power

"I am enclosing a picture of the 'ALLWORK' Tractor which we purchased last spring. We have plowed, disced, hauled manure, sawed wood, hulled clover, worked on the roads and pulled hedge with this little tractor. It is small in size but A GIANT IN POWER—and has caused our neighbors to take notice of its name—'ALLWORK.'

"Right now it is pulling with ease a No. 6 Clover Huller. Many people did not believe it would pull the clover huller and laughed at us when we said we were going to use the tractor to hull with. The 'ALLWORK' is the most economical tractor to buy."

HOBART DEFFENBAUGH,
Mahomet Ill.

ELECTRIC WHEEL COMPANY

Box 327a **Quincy, Illinois**

Allwork
Kerosene Tractor

"Backed by 12 Years of Tractor Experience"

GEORGE WHITE & SONS COMPANY, Brandon Man. Distributors for Manitoba and Saskatchewan
NORTON & LEIF CO. LTD., Calgary, Distributors for Alberta

new factory will be able to manufacture 600 machines annually.

The General Ordnance Co., Derby, Conn., and Cedar Rapids, Ia., has been making extensive additions to its tractor works. The plant has been thoroughly overhauled and all the additional machinery installed which will be necessary to convert the plant from gun to tractor manufacture.

The Frost Steel & Wire Co., Limited, Hamilton, are enlarging their plant by the erection of a reinforced concrete extension, 90 x 60 feet, three storeys above ground, where they will instal wire-making and fence-weaving machines. They expect to secure an increased production of approximately 25 per cent.

An addition, 50 x 200 feet, in which they will manufacture gasoline engines, is being made to the plant at Sandwich, Ont., of the Fisher-Wilkie, Limited. They are also building a power plant, 40 x 58 feet, which will be completed by January 1. When these additions are finished, they will have a total of 22,000 square feet.

The International Harvester Co., Chicago, during the coal strike was operating between 80 and 85 per cent capacity, according to an announcement. Important extensions are being carried out and it is believed 1920 will be a record production year. The company's business, which was formerly evenly divided between domestic and foreign, is now three-quarters domestic.

To take care of their constantly expanding business in their line of gasoline, gas and oil engines and other lines of manufacture, the Gilson Manufacturing Co., Limited, of Guelph, are making plant extension at the present time. To their foundry they are adding a building 70 x 90 feet, and to their machine shop, a structure 140 x 80 feet, two storeys high.

One of the notable developments of the day, at Windsor, Ont., is the announcement that the Auto Specialties Manufacturing Co. of Canada have purchased a site of 10½ acres on which they will erect a modern malleable iron foundry and other buildings later on. They will produce auto jacks, malleables and other lines. Some 200 men will be employed, and the factory will open in April.

The Goodyear Tire & Rubber Co. of Canada, is adding to its factory at New Toronto to increase production from 2,500 to 3,500 tires a day. Canadian Consolidated Rubber Co. is spending $1,000,000 on its plant at Kitchener, Ont., and the Firestone Tire and Rubber Co., of Akron, O., will locate a branch factory at Hamilton, Ont., with an initial capacity of 3,000 tires a day.

The Renfrew Machinery Company, Limited, Renfrew, Ont., are at the present time considering the further enlargement of their manufacturing facilities, for the purpose of meeting the increase in business in cream separators and scales, as well as to provide space for the manufacture of tractors and stationary engines. They will really build a complete new plant and not extend their present plant.

The CANADIAN

DEALERS

Have you the details of the New "14-28 Canadian Tractor?" Manufactured at Medicine Hat, Alberta.

We have not delivered a tractor—yet—although we have been at work for over a year. We will do all the experimenting—not you. We will be ready shortly to guarantee delivery for spring plowing.

THE CANADIAN TRACTOR is purely a Western Tractor, designed for use in Western Canada, manufactured and built in Western Canada, and will be sold for less money per horse-power than any tractor in the world.

THE CANADIAN TRACTOR has been subjected to field tests under all Western conditions.

THE CANADIAN TRACTOR repair parts will be sold at cost plus a minute profit.

Realizing that one poor tractor turned out from our shops may stop the sale of ten or more others, we have established the policy of producing a quality tractor, each one whose individual features are built into the machine because of their superiority.

THE CANADIAN TRACTOR is not a high-speed tractor, encumbered with highly scientific devices. Western farmers don't need that kind of a machine. All bearings covered and running in oil. It is just right and has less parts than your binder.

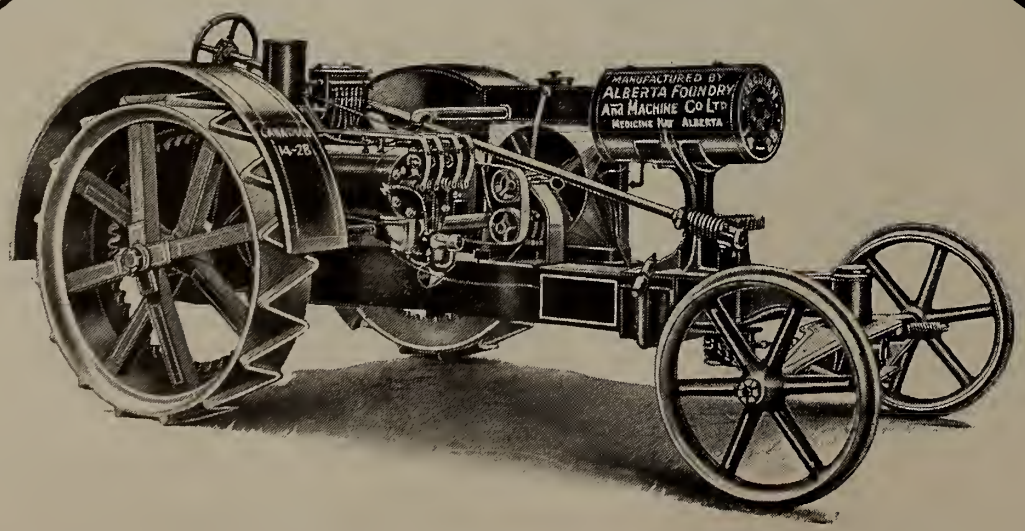
THE CANADIAN TRACTOR is built for heavier work than its rating. Therein lies its reserve power. R. B. Hartshough, our head designer, is the man who built the first successful gas tractor in the States, and the CANADIAN, built under his personal supervision, contains the result of all his experience.

THE CANADIAN TRACTOR IS OPEN FOR INVESTIGATION

Agents—Dealers—who can handle large territory are advised to get in touch with us at once and see what we have to offer.

Alberta Foundry & Machine Co.
Limited

Medicine Hat, Alberta



New Company Formed

Notice is given that the Anderson-Roe Company has been formed for the purpose of handling farm machinery of all kinds. The incorporators include: H. F. Anderson, W. L. Palmer, George J. McFarlane, Sam H. Roe and Charles F. Roe. The chief place of business is given as Winnipeg, and the capital stock as $100,000, divided into one hundred-dollar shares.

Will Erect New Branch House at Regina

The Canadian Fairbanks-Morse Co., Ltd., Winnipeg, reports that they have secured property on 6th Ave. at Osler St., Regina, on which the company will erect a new branch house whenever operations can commence in spring. The property is some 250 feet by 125 feet and is splendidly located for freight service. A large building will be erected and a branch manager installed. The Regina branch will serve all territory in Southern Saskatchewan, and it will carry a complete line of the goods handled by the company; also a full stock of repairs to meet the needs of Canadian Fairbanks dealers in the territory served by this branch. The line will include Wallis tractors, J. I. Case plows, type "Z" engines, feed grinders, lighting plants, pumps, threshers, scales, etc.

Are you ready for the "spring drive" for business?

Its Simplicity Sells the Farmer

When a farmer buys a Tractor he shuns complicated machinery — new fangled freaks. He sticks to Simplicity because he knows that in order to make his Tractor "pay dividends" he must get a full day's work out of it at every time he needs it. Simplicity is the keynote of the Eagle Twin-Cylinder, Kerosene Tractor—Simplicity of design and operation. Little to get out of order and that easily adjusted, because easy to get at—easy to correct.

EAGLE

These Features--Simply Great

Look at the clutch—nothing could be simpler and more accessible than the powerful friction clutch. It is so made that any man can take it apart and put it together quickly.

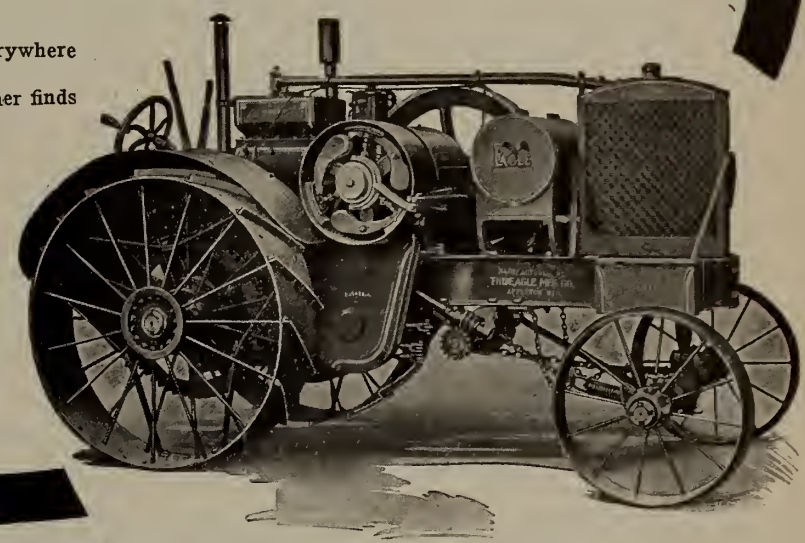
Observe the large door on the crank case—opened in a moment and giving easy access to the connecting rod and crankshaft bearings.

The oiling system is the acme of simplicity and economy. It costs less to lubricate the Eagle Tractor than any other—one-third the cost of many tractors.

Always Ready For Work

Eagle Tractors are wonderful sellers and trade builders. Farmers everywhere are satisfied with them because they are Simple and Reliable.

Another thing—Service is seldom needed on the Eagle because the farmer finds repairing so simple a job that he does it himself rather than delay.



Built in 3 and 4 Plow Sizes

Write for Attractive Dealers' Proposition for 1920

EAGLE MANUFACTURING CO.

670 Winnebago Street, Appleton, Wisc.

See Them At Minneapolis and Kansas City Tractor Shows

Jackson Machines Ltd.
Saskatoon
Distributors for Sask.

Every Tractor Owner a Prospect for T-A 2-3 Bottom Power-Lift Light Tractor Plows

A real plow opportunity for dealers. The last word in design and construction. Strongly built, serviceable, suits any tractor. High and level power lift operates from tractor seat. Ample clearance. Pin-break hitch provided. Stiff hitch design permits backing. Equipped with Quick Detachable Shares, Stubble or Breaker, with both short or long moldboards. Heavy "I" section beams stand every strain in the field.

We have a stock of T/A Power-Lift Tractor Plows at all our Branches and can supply you on short notice. Our plows combine the highest quality with a price that allows the dealer to meet and beat all competition. Make this line your leader in 1920. Write for full particulars and proposition.

Get the Tudhope-Anderson Agency

"Sylvester" Power-Lift Cultivators

GET THE BUSINESS

Four Sizes: 7, 9, 11, and 15 Teeth

Cut 6, 7½, 9 and 12 feet. The best cultivator sold for thorough work and proper weed eradication. In the two larger sizes the power lift operates from BOTH WHEELS. This relieves all strain, as in the case when lift operates from one wheel only. The "Sylvester" is heavy, strongly built, yet light draft. Exceptional clearance provided. Stiff, sagless frame. Individual, adjustable pressure on each tooth. Quick adjustment for depth. Have hard, open-hearth crucible steel points. Now is the time to get one on your floor. The "Sylvester" means money for dealers. Get particulars.

We Manufacture and Distribute: Tudhope-Anderson Power-Lift Tractor and Gang Plows, Wagons, Wagon Boxes, Trucks, Sleighs, Cultivators, Drills, Drag Harrows, Manure and Straw Spreaders, T-A Stoves and "Corona" Ranges. Also: Jumbo Gasoline and Kerosene Engines and "Jumbo" Feed Grinders, Tudhope-Anderson Grinders, Winner Fanning Mills, etc.

TUDHOPE-ANDERSON CO., LIMITED

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

The Repair Week Idea

We believe that while the repair and use of old and obsolete farm equipment should not be encouraged, a Repair Week, held at a suitable date, would aid in procuring a general and final inspection of farm equipment, and the ordering of necessary repairs for same.

It is impossible to state with any definiteness just what percentage of repairs could be foreseen by a careful inspection during the slack season. There is no doubt, however, but that a very large proportion could be taken care of in this way, and reduce to just this extent the rush during the busy season. The old practice certainly adds very materially to the equipment cost on many farms, and this can be reduced only by the farmer himself.

If a farmer, for any reason, does not care to go over his machinery and prepare such a list of needed parts, he can at least ask his dealer to do so, and it may be safely stated that most dealers will be entirely willing to help out in this manner, either by doing the work personally or having one of their men attend to it. This is not properly the duty of a dealer, but most dealers are willing to go more than half way in assisting their customers and in having the machine which they sell give satisfaction.

The Repair Week idea does not mean that the dealer or manufacturer will do a larger business because repairs are ordered early or a little before a part has actually broken. It simply means that the dealers are able to handle the orders without being rushed to death and that the manufacturers receive the orders at a time when they are not working night and day shipping out orders for complete machines which are needed for harvest or other work. But it must be obvious to anyone that by far the greatest advantage is to the farmer, because, if he will order his repairs early and get the new parts in his machines so as to have them ready to go into the field at a moment's notice, he avoids the all too common waste of time which occurs under the old plan of waiting until the last minute and then probably finding that his dealer has just sold out the last piece of the kind he needs, and that it will have to be ordered from the nearest branch house or factory.

The common sight of our branch houses every season tells the whole story of the old plan and what it is costing the farmers. Every day during the busy season the repair department of the branch house is crowded with farmers, many of whom have driven in by automobile 30 or more miles, in order to get the part which they need in the quickest possible time. Of course, these men must be waited on at once, and often practically everyone about the repair department is called upon to assist in getting out the repair parts which these men want. This work naturally delays express shipments and disorganizes the department.

On meeting a customer, the dealer could help out in the matter of repairs by saying this:

"Don't put off this matter of implement inspection 'till a more convenient season.' But when you get home, drag out every machine you have about the place and look it over carefully." That should be the direct method of attack pursued by the dealer every time he comes in contact with a farmer. Tell him to give the implements more than merely a superficial inspection; to examine all the bearings and journals and all other parts subjected to hard wear, and see what new parts will be necessary to rig up the machinery .

Remind him, too, that he should look over the badly worn parts that might hold out for a short while, but which could not be expected to last throughout the seeding or cultivating season, as the case might be. He should arrange to get such repairs or replacements at once, so that he will have them when beginning to seed or cultivate, or when the breakdown of vital parts would come later.

ORDER NOW FOR SPRING SERVICE

MAX

Oil Wagon Tanks

Are in demand because they have proved their value in actual Western Canadian Service.

The difficulty of obtaining raw material will limit the number available for spring delivery. Orders will be entered for filling according to the date of purchase.

Write for our special proposition on orders for immediate and mid-winter shipment. It will help you to close orders.

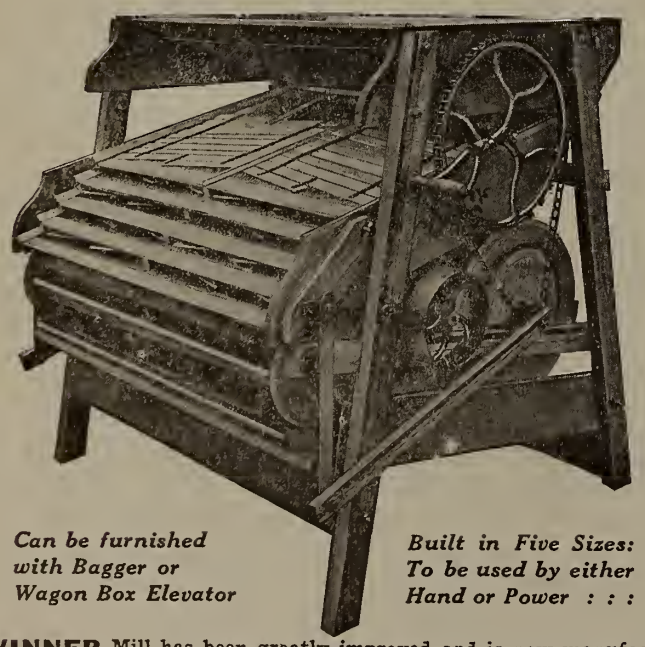
Winnipeg Ceiling and Roofing Co. Limited

WINNIPEG REGINA CALGARY EDMONTON

ANNOUNCEMENT

Winner Fanning Mills

ARE NOW ONLY SOLD BY THE ORIGINAL MANUFACTURERS



Can be furnished with Bagger or Wagon Box Elevator

Built in Five Sizes: To be used by either Hand or Power : : :

The **WINNER** Mill has been greatly improved and is now manufactured and sold only by us. We are willing to send this Mill on trial to any reliable dealer on a guarantee to do better and faster work than any other Mill.

DEALERS: WRITE FOR PRICES

AMERICAN GRAIN SEPARATOR CO., LIMITED

WINNIPEG, MAN.

R. M.A. Met in Regina

On Monday evening, January 5, a meeting of the Saskatchewan executive of the Retail Merchants' Association of Canada held a meeting in Regina. The executive of the Implement Dealers' Trade Section were present and many matters of importance to the implement trade were discussed.

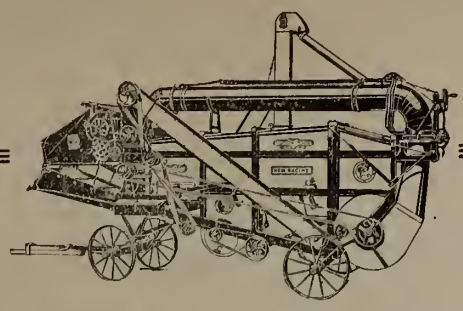
Handling "G.-O." Tractors in West

The National Farm Tractor Co., Ltd., 514 Sterling Bank Bldg., Winnipeg, have been appointed factory distributors for the "G.-O." tractor as made by the General Ordnance Co. of New York and Cedar Rapids, Ia. C. J. Landin, manager of the Winnipeg concern, stated that the company anticipate a good demand for their tractors this spring. The "G.-O." is rated at 14-28 h.p. and has a drawbar pull of 2650 lbs. It will handle separators up to 28-inch size.

New York Exposition Open

The Tractor and Implement Exchange in connection with the Merchants and Manufacturers Exhibition, New York City, is now open and many of the exhibits have been installed. It is stated that 95 per cent of the space assigned to tractors and agricultural implements has been contracted for and it is possible the exposition authorities may be compelled to devote an additional floor to these lines. The exposition is held in the Grand Central Palace.

Prepare for repair orders.



The NEW RACINE Is

Most satisfactory for the Dealer because:

It Satisfies the Customer and Stays Sold

Operated with Small Crew---No Experting

Ideal for use with the Average Farm Tractor

Threshes Grain, Seeds, Peas, Beans, Etc.

Two Sizes—20x32 and 24x40

Manufactured Solely by the

BELLE CITY MANUFACTURING CO.

RACINE, WISCONSIN, U.S.A.

We can make a few good distributing contracts in Western Canada this year.

BULL DOG FANNING MILLS

YOUR OPPORTUNITY FOR 1920

Here we show our 1920 model 32-inch Bull Dog with Bagger and Power Attachment. . .

BULL DOG MILLS ARE MADE IN FIVE SIZES

Capacities: 25 to 150 Bushels

The 32-inch Bull Dog, with all the latest improvements, will be a big seller this year. Investigate its special features. These are the Force Feed Roller, giving a perfectly even flow of grain over sieves, and the New Weed Screen Sieve, which makes dustless operation and gives cleaning results that have never been equalled. Dealers: We can supply you from stock on the shortest notice.

THE TWIN CITY SEPARATOR CO. LTD.

QUELCH STREET - WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

TURNER Simplicity

The Tractor Built on Proof, and Proven!

Not an untried principle has ever entered into the construction of the Turner Simplicity Tractor. The test of actual use on the farm has been applied to it in every state of its development. For twenty years its maker has built farm engines and tractors, worked right with the farmer, and studied his needs. The result is this sensible four-wheel, four cylinder, three-plow tractor that has made good in actual operation.

This Means Sales For You

It is needless to say that this is the best tractor year that you ever saw. Why not get in the race with a tractor that has made good, and get your share of the business? We can use a few more dealers and distributors, who appreciate tried out, quality goods.

Write for full information to-day before our dealer list is complete.

TURNER MANUFACTURING CO.

215 Lake Street **Port Washington, Wis.**

"I'm the Tractor Competition In My Town"

That's what any Avery Dealer can say when he takes on the Complete Avery Line for 1920. It's the best dealers' contract ever offered, for it gives you the sale of not only a complete line of tractors, but also a complete line of tractor-drawn machinery and tractor belt-driven machinery to go with them.

The Avery Line for 1920 includes everything you need in building up a complete motor farming, threshing and road building machinery business in your community.

The Avery Line means *real opportunity* and *money* to *you* as a dealer. If you are going to sell tractors—sell a *complete* line. Be the motor farming specialist in your territory. Sell your customer exactly the size tractor that he needs. Then sell him *everything* he needs in the way of motor farming equipment.

When you sell a farmer a tractor, you know that, sooner or later, someone is going to sell him a thresher, a silo filler, some tractor-drawn implements or other machinery for use with his tractor.

Then why not get this business for yourself? Why develop this business for someone else? You can get it *all* with the Avery Line. The Avery Line gives you something to sell every month in the year. It makes *every* month an *Avery* month for *Avery Dealers.*

In addition you can centralize your buying; take advantage of your business volume in quantity discounts; insure prompt, dependable service to your customers, and sell machines that you can depend upon to operate satisfactorily when hitched together.

There's a *real business* opportunity for someone with the Avery Line in your territory, if it is still open. We are now making agency contracts for 1920. Don't wait till someone else makes you wish you had the Avery Contract.

Write us at once, or wire our nearest branch house.

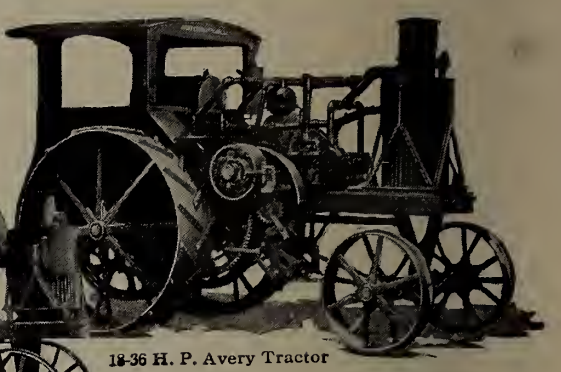
AVERY COMPANY, Peoria, Ill.

Canadian Avery Company Ltd., Winnipeg, Man.

Branches: Regina and Saskatoon.
Sub-Branches: Lethbridge and Camrose

AVERY

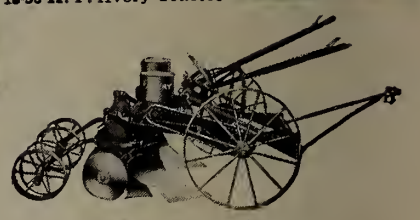
Motor Farming, Threshing and Road Building Machinery



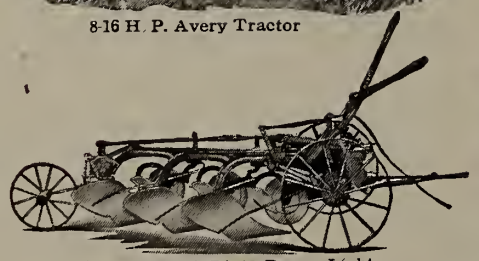
18-36 H. P. Avery Tractor

14-28 H. P. Avery Tractor

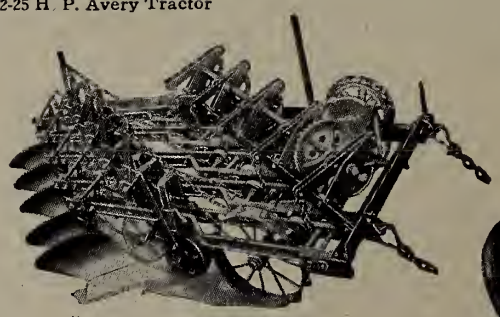
12-25 H. P. Avery Tractor



Avery Two-Row "Power-Lift" Lister

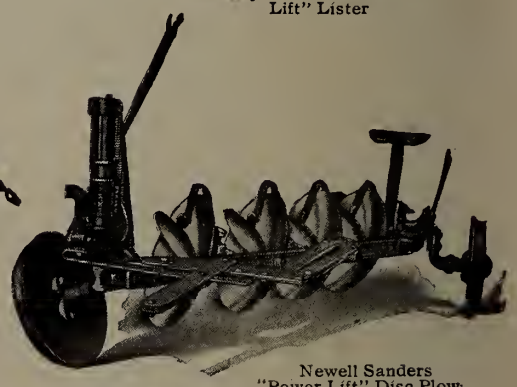


8-16 H. P. Avery Tractor

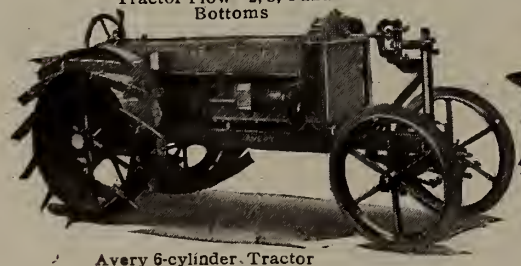


"Power-Lift" Rigid Beam Light Tractor Plow—2, 3, 4 and 5 Bottoms

"Self-Lift" Independent Beam—3, 4, 5, 6 and 8 Bottoms

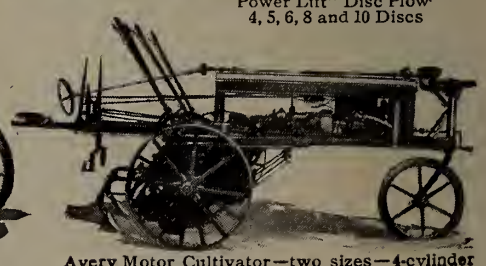


Newell Sanders "Power Lift" Disc Plow 4, 5, 6, 8 and 10 Discs



Avery 6-cylinder Tractor Model "C"

Avery Special Model "B" 5-10 H. P. Tractor



Avery Motor Cultivator—two sizes—4-cylinder One-Row and 6-cylinder Two-Row

40-80 H. P. Avery Tractor

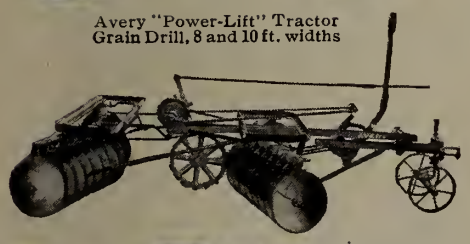
25-50 H. P. Avery Tractor

Avery Lightweight Individual Thresher, 22 x 32 in.

Avery "Yellow-Kid" Thresher for Individual and Small Runs, 20 x 30 and 24 x 36 in. Roller Bearing Equipped

Avery "Yellow-Fellow" Thresher, for Farmer-Company and Custom Work. 28 x 46, 32 x 54 and 36 x 60 in. Roller Bearing Equipped

Avery "Power-Lift" Tractor Grain Drill, 8 and 10 ft. widths



Avery "Self-Adjusting" Tractor Disc Harrow, 8 and 10 foot widths

Avery Skid Motor

LIST

THE AVERY LINE includes six sizes of tractors, 8-16, 12-25, 14-28, 18-36, 25-50 and 40-80 H.P., all built alike, with the same standardized design, and two small Avery tractors, the model "B" 4-cylinder 5-10 H. P., and the Avery 6-cylinder tractor Model "C";

Light and Heavy "Self-Lift" Moldboard and Disc Plows, to fit every size tractor;

Two-Row "Self-Lift" Listers;

Power Operated, "Self-Adjusting" Tractor Disc Harrows and Drills;

Tractor Disc Harrow and Drill Hitches;

Four-Cylinder One-Row and Six-Cylinder Two-Row Motor Cultivators;

Roller Bearing Threshers in all sizes, for individual, farmer-company and custom work;

Silo Fillers;

Tanks for Fuel, Water and Combination;

Skid Motors, etc.

All are one-man outfits;

All tools operated from the tractor platform;

All tools "Power-Lift" and "Self-Adjusting";

All tractors coupled instantly at the drawbar, or belted instantly to any machine—belt pulley always in place.

In the Steel Market

It seems evident that many Canadian manufacturers who are dependent on the receipt of steel products from U. S. mills will have to curtail production. In the United States it is realized now that the shortage of 30,000,000 tons of coal engendered by the strike cannot be made up, and the iron and steel industry bids fair to be upset for many months yet to come if not the most of this year. Present high prices are expected to continue for many weeks, and it may be that deliveries of material contracted for delivery by Jan. 1 will not be completed until even the second quarter of this year.

Production is sold up for a large part of the year, and indications are that owing to the heavy demands for steel products, the output for the next year will be fully 3,000,000 tons short. The statement was made recently that unfilled orders on the books of the United States steel coroporation had increased 655,662 tons during November, bringing the total to 7,128,330 tons. This represents a large increase from April, when the total of unfilled orders was 4,800,685 tons.

The steel producers are now apportioning their finished steel among their customers on a basis of past consumption. The steel corporation is sticking to its policy of holding to the prices of last March, but in spite of this fact, finished products tend to follow the pig iron rise. Very little unsold steel that can be offered during the first half of the year is in the hands of the producers.

Discount on Tractors

At the recent convention of the Iowa Implement Dealers' Association, considerable discussion took place on the question of what constituted a fair discount on tractors. From the arguments advanced it seemed that a majority of dealers considered 25 per cent a fair discount under present conditions. Comment was made on the fact that many could not get that much at present. The convention was agreed the average discount of to-day is not enough to permit the dealer to render the right kind of service and have a fair profit for himself. Financing the farmer was mentioned as another reason for allowing discounts around 25 per cent. It was argued that this service which the dealer must give should be considered in determining a fair discount. Regarding repairs, the concensus in the discussion was that dealers should have 35 per cent discount from repair list prices, and although they objected to having this dependent upon carrying larger stocks, they agreed generally that practically all dealers would feel disposed to carry larger stocks with a more adequate discount.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

SUBSCRIPTIONS
$1.00 per year in Canada: Foreign $1.25 per year Single Copies, Ten Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JANUARY, 1920.

Tractor Production Enormous

It is questionable if the great majority of men in the farm equipment business realize the great strides that have been made in the tractor business. Do you know that in the year just closed, 1919, there have been 315,000 tractors manufactured, and yet the tractor has not passed the experimental stage? Perhaps the illustration could be better made in this way, that in 1916 there were only thirty thousand tractors manufactured; in 1917, sixty-three thousand; and in 1918, one hundred and thirty-three thousand.

Advertising your Lines

Advertising locally is a thing the dealer cannot afford to overlook during 1920. The use of the local newspaper, in every issue, is the most important element in successful selling to-day. Everything a dealer does that has any bearing on his business is, in its broadest sense, an advertisement.

The page or half-page advertisement in the newspaper each week is beneficial and is necessary, because it attracts trade. But success depends not only on attracting trade, but on holding it. The advertising that holds trade is a clean, well-kept stock of standard goods; courteous, competent sales-people; fair prices and efficient service.

What the Tractor Prospect Wants to Know

In building a local demand for tractors, the dealer is, in most cases, confronted with a series of questions which are common to every territory. The farmer naturally makes the following queries:

"What will this tractor cost to plow an acre of ground?"

"What will it cost per acre to pull a binder?"

"What will it cost per hour to operate a thresher or do other belt work?"

"How many years of service will it give on a reasonable upkeep basis?"

Almost invariably these are among the first questions you will have to try and answer when approached by a prospective tractor buyer, for they are vitally interested in the cost of operation. Can you answer them satisfactorily? On your ability to do so depends largely your chances of making the sale.

Water Supply Systems for the Farm

Investigation convinces those in touch with the rural life that one of the greatest benefits derived from a water supply system is the improved sanitary conditions which exist where the farm house is supplied with running water. Diseases such as typhoid fever, dysentery, etc., are transmitted through sewage contamination. By the installation of a sewage disposal plant, and the use of a deep well, tightly curbed, danger from contagious disease is greatly lessened. The real need for water supply systems in rural districts becomes apparent when the fact is taken into consideration that typhoid fever is more prevalent in the country than in cities.

A water supply system makes for comfort and convenience on the farm. When a water supply system is installed, the value of a farm increases at least $500. It is also true that insurance rates are lower when the farm buildings are adequately protected from fire. From the financial viewpoint everything is in favor of a water supply system on the farm.

To say nothing of the advantage of having running water in the farm house, immense benefit is derived by having water piped to the barns, hog houses, garage, etc. The labor of watering stock, etc., is reduced to a minimum, and the farmer quickly realizes the importance of having water where he wants it when he needs it!

Handling Gasoline and Oils

In western Canada a great many farm machinery dealers are also agents for automobile lines. Not a few dealers also do a very profitable business in handling gasoline and oils. Time was when the country trade took what was offered in gasoline, oils and greases, but in the past few years the farmer has awaked to the appreciation of up-to-date methods of handling these lines. He knows what good goods are and he appreciates service when he receives it. The average automobile driver has been educated to want gasoline and oil that has been properly stored. He knows that gasoline quickly loses much of its "power" and "pep" if it is not stored in evaporation-proof tanks, he knows that lubricating oil containing dust and grit is of little value to high-priced machinery, therefore he looks for the self-measuring gasoline pump with underground tank and the

modern lubricating and kerosene storage outfits. Bearing this in mind it is easily understood why the implement, automobile and tractor dealer, who is equipped with underground storage and self-measuring oil storage, is the man who gets the major portion of this business.

Export Trade with Belgium

Recently Canada has had a fair share of the farm machinery trade in Belgium. But effort is essential to hold this market, and Canadian manufacturers should not forget the fact that in the past the Germans were strongly entrenched in this market, particularly for the following reasons:

(a) They studied the conditions and supplied machines especially designed for this market. (b) Their representatives were well trained, had a knowledge of the language, and gave their customers service similar to what a Canadian dealer receives. (c) Credit was extended to responsible dealers. (d) Spare parts were kept in conveniently located stocks.

Germany will soon be in position to export to Belgium. Belgian import restrictions have been removed, and Belgian dealers admit that they expect to buy German farm machinery unless Canadian firms give similar prices, terms, and service. At present the exchange is greatly in favor of the German manufacturer.

The Factor of Confidence

Confidence is the basis of credit, and credit is the vital power in successful merchandising. The most essential element in establishing confidence is honesty. A reputation for honesty does not fluctuate in value, nor is it affected by market conditions.

A clean record is the dealer's best reference. While it is true money will buy goods, it is equally true that it will not buy confidence. The amount of credit to be extended a dealer is not always determined by his financial standing.

In most instances the moral character of the man is more closely scrutinized than is his commercial rating. Credit is not always necessary, but it is always advantageous. It opens the door to opportunity.

A reputation for reliability attracts the favorable attention of those whose co-operation is most beneficial. In the implement world to-day character is rated higher than capital; and it behooves the dealer to guard his good name with great care, for it is his most valuable asset.

The Rural Demand for Trucks

The city markets for the motor truck have been sold well-nigh to the point of saturation, says Implement Tractor Trade Journal. Every truck company has driven hard for urban business, almost to the exclusion of the rural field. True, until the last year and a half, this procedure has seemed the easiest way to produce motor truck volume. Within that period, however, marketing conditions in the motor truck trade have tended to turn squarely about. The farmer's signature on the dotted line is now the objective of an increasing majority of the motor truck manufacturers.

Car Shortage Predicted

Figures from the United States seem to show that a shortage of cars will be evident in the coming spring. These figures show that in January, 1919, there was a shortage of approximately 700,000 automobiles in the United States alone. This shortage represents the difference between 1918 production, when 1,044,754 cars were produced, and 1917, when production hit the 1,737,151 mark. Normally the output increases at a rate of 40 per cent a year. Had this rate prevailed in 1918 the output would have been 2,750,000 cars.

To have made up this shortage would have required the production of 3,000,000 cars in 1919. But the actual 1919 output will not be more than 1,500,000 cars, while the most optimistic forecasts place 1920 production at only 2,000,000 automobiles. Figuring that there are 6,000,000 cars in use in the United States alone and the average life of a car is five years, the scrapage each year totals more than 1,000,000 cars.

Thus the total production in 1919 will hardly do more than replace the scrapage, while 1920 production will be far below the total necessary to overcome the great existing shortage. Some of the production estimates for 1920 are: Overland, 200,000; Hupp, 24,000; Columbia, 15,000; Hudson, 30,000; Essex, 40,000; Saxon, 12,000.

Keep Business Records

Every dealer should keep records available, should study and analyze them, and base his buying and selling and the conduct of his business on them. Only in this way can he realize his possibilities, be the most successful man he could be, rather than the less successful man he happens to be.

Service in the Trade

Service is something that the real and true implement dealer has been giving all these years, without thinking much about it. It was just part of the business. Then service became a big word, and had a big meaning. The automobile dealers commenced to talk of service. Then the implement dealer woke up to it and found that it was service that was keeping him in business and the mail-order houses and direct selling houses made but little inroad on the implement dealer's business.

"Business" makes business.

The Year Ahead

THE material situation requires no detailed analysis at this date. The present industrial situation is proof sufficient of continued high prices and hampered production.

What we would like to impress upon Western Canadian dealers is the necessity for foresight—to insure 1920 business by contracting early and by getting stocks of complete goods in the warehouse just as soon as possible. Factory stocks have been well cleaned up; factories depend upon getting materials as the mills can supply them.

Both dealer and farmer will be wise to anticipate their wants for 1920. Let dealers request early shipments and go after business NOW, laying stress upon the importance of early buying.

Personals

Nilson & Beach are new dealers at Melfort.

Ryan Motors was incorporated at Regina recently.

J. A. Langen is a new implement dealer at Lenora.

Ed. Wonrms is an automobile dealer at Lenore Lake.

L. Dodd, a harness dealer at Innisfail, died recently.

J. F. Nolan has discontinued his harness business at Blackie.

W. Allison is owner of an auto accessory business at Young.

Winnipeg Accessories, Ltd., has been incorporated at Winnipeg.

N. Konkol, a dealer at Canora, has sold out to J. Grobowiecki.

R. F. Kirkpatrick has opened an automobile business at Truax.

O. G. Wudel has opened an implement business at Wetaskiwin.

Superior Auto Specialties, Ltd., has been incorporated at Calgary.

The North Star Anti-Freeze Co. is a new concern in Winnipeg.

Lloyd Bros., have opened an implement business at Morden.

R. Wheatley, dealer at Westlock, has sold to A. Georgensen.

J. E. Vatnsdal, an auto dealer at Wadena, has sold out to D. A. Rans.

G. W. Stokehill, harness dealer, Raymore, has sold out to Frank Liski.

N. O. Nelson, a dealer at Liberty, is succeeded by F. S. White.

H. Tooke, implement dealer, Miami, has sold out to A. F. Henderson.

H. A. Davis has opened an automobile business in Vancouver.

D. R. Williams, hardware and implements, Atwater, Sask., has sold out.

M. A. Hutchin, auto dealer, Moose Jaw, has sold out to Grant & Styles.

Young Bros. are carrying on an automobile business in the town of Young.

D. K. Weber has sold out his automobile business in North Battleford.

Dupasquin Bros. have commenced an automobile business at St. Claude.

The Goodyear Tire & Rubber Co., intends to open a branch at Lethbridge.

Stevens & Scarf have commenced an automobile business in La Riviere.

Jones & Stone, automobile dealers, Vermilion, have sold out to Harvie Bros.

Hamblin Bros., are owners of

an automobile business at Dominion City.

C. S. Jones, implement dealer, Roland, has sold out in that town to W. Remicks.

John Teschler, a dealer at Drumheller, has sold out to Brown & Cope.

McLaren & Brown are owners of a tractor and automobile business at Lumsden.

D. J. McAlmon, a dealer at Nelson, suffered by fire loss on his premises lately.

J. T. Sayer, implement dealer, Roland, has sold to a firm called Stewart & Preston.

W. La Frentz, harness dealer, Halbrite, is reported to have discontinued business.

K. F. Slipetz, implement man at Valley River, has sold out to George Kolinchuk.

The capital stock of Canadian Motors, Saskatoon, has been increased to $50,000.

J. J. Hambly is an automobile dealer who has opened for business at Swan Lake.

J. A. Langen has opened an implement and automobile business at Lenora Lake.

J. B. Laidlaw has transferred his implement business at Macklin to H. N. Smiles.

The Minitonas Garage, located in that town, has been closed according to a report.

Halifax Motors is the name of a new automobile concern recently formed in Regina.

G. Purdy, an implement dealer at Govan, has sold out in that town, to H. O. Maber.

R. G. Wilson bought out the implement stand at Unity formerly owned by S. Thomas.

R. Campbell, of Storey & Campbell, harness dealers at Vancouver, died recently.

J. H. Flynn has sold out his implement business at Wakaw to a dealer named A. Le Pine.

Nichol Hornsby, implement dealer, Gladstone, has sold out to the McAskill, Adamson Co.

E. Lyons has taken over the implement business at Purves formerly owned by Alex. McAuley.

G. W. Delsing, automobile dealer at Craigmyle, suffered loss by fire on his premises recently.

Brown & Robers, Ltd., auto dealers, Vancouver, have sold to the Corfield, Langley Motor Co.

The Western Gay Double Tread Tire Co., Saskatoon is reported to be out of business.

The Algoma Steel Products Co. has been registered at Winnipeg, to do business in Manitoba.

H. Heddon has bought out the implement business at Rumsey, formerly owned by A. R. Tolman.

It is reported that A. and H. McConnell, implement dealers at Plato are selling out in that town.

Mr. Romesill, of Romesill & Lafferty, dealers at Barons, has bought out his partner's interest.

C. Lucas & Son suffered a fire loss in their harness business at Binscarth the last week in December.

D. C. Anderson now owns the implement business at Blackie formerly controlled by L. C. Harry.

Douglas & Thayer, automobile dealers at Calgary, have dissolved partnership. Mr. Thayer continues.

The Plowman Tractor Co. of Canada, handling the Plow Man tractor line, has been incorporated at Regina.

A change is reported in the directorate of the Metal Specialty Co., Regina, manufacturers of fanning mills.

Ingelby & Wadsworth have bought out the automobile business at Hanley formerly owned by Oscar Lee.

J. C. Hollihan and Chas. Gauvreen have opened a tractor and implement warehouse at St. Paul de Metis.

Dennison & Courtice, Brandon, have registered partnership in an automobile and accessory business in that city.

John Miller, Massey-Harris dealer at Solsgirth, paid us a visit while in the city during the Christmas holidays.

James Williams, manufacturers' agent, Calgary, is succeeded by a new concern, the Williams, Nolan Co.

The capital stock of Manitoba Engines, Ltd., Brandon, has been reduced to $100,000, according to a commercial report.

Seebach & Grisdale, harnessmakers and dealers at Balcarres, have dissolved partnership in their business at that town.

Laknas & Liland, implement men at Govan, have sold out to a new company operating under the name of Stowe, Shiels & Laknas.

Partnership has been dissolved in the Wee McGregor Saw Mfg. Co., Vancouver. The company make an engine-driven sawing rig.

O. M. Lundlie, implement man at Prince Albert, has taken a partner into the business, which is now known as Lundlie & Peacock.

Harvey McCoy, the well-known implement dealer at Bladworth, has opened a garage in connection with his store in that town.

H. D. Krocker bought out Isaac Harris, an implement dealer at Langham. In the same town, J. S. Klassen has commenced a harness business.

The capital stock of the Cardston Motor Co., Cardston, has been increased to $20,000. The company handles several well-known makes of cars.

Fitch & Schroeder, harness dealers at Odessa, have dissolved partnership, according to a report, which states that Mr. Schroeder will continue the business.

The Western Wheel and Foundries Co., a $2,000,000 corporation, with headquarters at St. Boniface, Man., has been granted a dominion charter.

The Ever-Ready Gopher Poison Co., is the corporate name of a new concern recently formed at Limerick, Sask. The capital of the company is given as $24,000.

Notice is given in the various provinces that the capital of the Massey-Harris Company, headquarters Toronto, has been increased from $15,000,000 to $18,000,000.

D. N. Jamieson, manager of the R. A. Lister Co. of Canada, Winnipeg, reports a very good demand for the Lister lines, particularly for their two lines of cream separators.

Banska & Gerogeran, implement and harness merchants at Leduc, have sold to S. G. Tobin. In the same town G. G. Crossa, implement man has sold to Adolph Kuhn.

Paul R. Preston, advertising manager of the Rock Island Plow Co., Rock Island, Ill., has been honored by being elected commander of a large post of the American Legion.

D. W. Bray, formerly sales engineer of the motor bearings division, Hyatt Roller Bearing Co., has been appointed sales manager of the Cotta Transmission Co., Rockford, Ill.

The Winnipeg Ceiling & Roofing Co., Winnipeg, has made application to increase the capital stock of the ocmpany from $500,000 to $1,000,000 by the issuing of five thousand new shares.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, has been somewhat under the weather lately with a touch of grippe, but is now almost in his usual fit condition.

The Maytag Co., Winnipeg, has opened a branch at Calgary to handle Alberta and British Columbia trade. C. W. Gilson is manager. The company sell washing machines and self feeders.

The Anderson-Roe Co., with headquarters at Winnipeg, have opened branches at Saskatoon and Regina. H. F. Anderson formerly of the Tudhope Anderson Co. is general manager of the company.

The Firestone Tire and Rubber Co. of Canada, has been incorporated at Hamilton, Ont., with a capital of $5,000,000. Among the incorporators are: E. H. Ambrose, H. A. Burbidge and J. R. Marshall.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, during December paid a visit to Minneapolis in company with E. B. Sawyer, Lincoln, Neb., head of the Cushman organization.

J. E. Redden, manager of the Winnipeg branch of the J. I. Case Threshing Machine Co., during the Christmas holidays left for a trip to the Maritime Provinces. Coming West, he will spend some time at the head office at Racine, Wis.

C. J. Brittain, general manager of the Canadian Fairbanks-Morse Co., Ltd., Winnipeg, spent a few days in Minneapolis recently, going over plans for this year's business with the Minneapolis branch of the J. I. Case Plow Works of Racine, Wis.

P. J. Grout, manager of the Twin City Separator Co., Winnipeg, recently paid a visit to the head office and factories of his company at Minneapolis. Mr. Grout reports a very good demand for the Bull Dog line from the western trade.

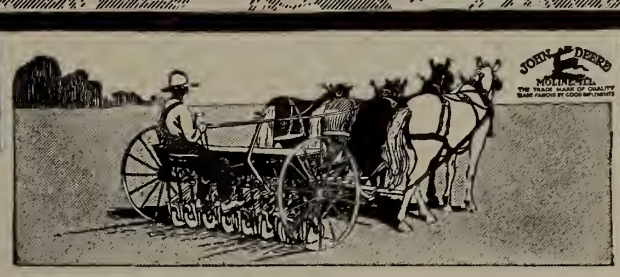
The Neepawa Garage, under the management of H. R. Rutledge, has secured the local agency for Fairbanks-Morse lighting plants, Wallis tractors, J. I Case plows, Nichols and Shepard separators and several other well-known lines.

During December E. J. Gifford, Western manager of the Tudhope-Anderson Co., paid a visit to the branches of the company at Regina, Saskatoon, Calgary and Edmonton. He also spent a few days at Brandon looking into conditions in that territory.

L. G. Hall has tendered his resignation as sales manager of the tractor division of the Electric Wheel Co., Quincy, Ill., which position he has held during the past ten years. Mr. Hall has resigned in order to devote his time to private interests in the West.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg and W. J. Wilson, manager of the Winnipeg Ceiling and Roofing Co., Winnipeg, have been appointed direc-

At Harvest Time its Worth is PROVED



John Deere Disc Drill

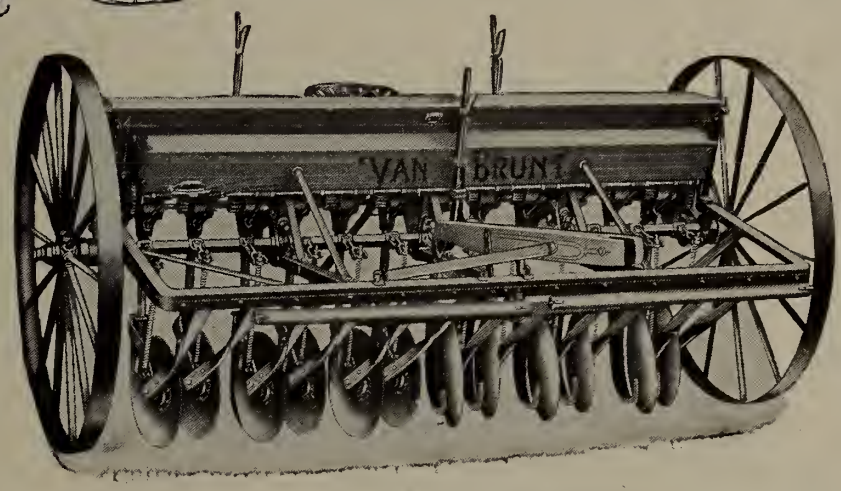
Single disc, double disc and shoe styles.

Van Brunt Low-Down Press Drill

Thorough planting—uniform depth. Press wheel behind each disk packs the earth firmly over seed. Especially necessary where it is requisite that you retain all moisture in soil.
Easy operation. Adjustable gate Force Feed. Convenient seat and levers. Forecarriage included. Grass Seed attachment furnished when required.

Van Brunt Grain Drills

Light draft—Double Drive — non-sagging box. Positive force feed —Tilting lever gives perfect planting—thorough covering. Automatic spring lift makes easy raising and lowering of discs.

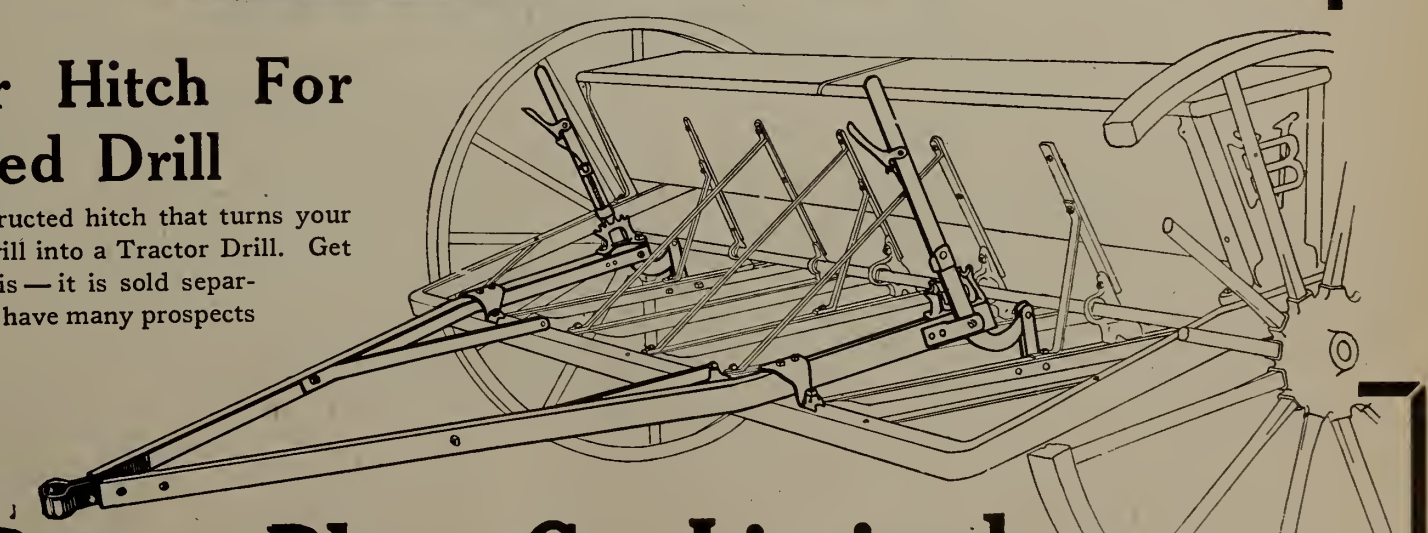


Van Brunt in all Styles

Single Disc, Double Disc, Shoe and Hoe. This machine can be adapted to any soil. Made in usual sizes. Get your folder out and look up these points.

Tractor Hitch For Seed Drill

A solidly constructed hitch that turns your horse-drawn Drill into a Tractor Drill. Get full facts on this — it is sold separately—you may have many prospects for these.



John Deere Plow Co. Limited

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

BE SURE TO SEE THE EXHIBIT OF THE J. I. CASE THRESHING MACHINE COMPANY AT MINNEAPOLIS TRACTOR SHOW, JANUARY 31 TO FEBRUARY 7. TRACTORS AND OTHER POWER FARMING EQUIPMENT IN SPACE H-2, OVERLAND BUILDING.

tors of the Sales Managers' Association of Canada for the coming year.

On December 23 the staff of the Winnipeg branch of the Massey-Harris Co., presented Miss Mary Bell with a beautiful wrist watch as a farewell gift. After eight years association with the Winnipeg branch Miss Bell left for Morden, Man., where she took a position.

E. A. Messenie, formerly with the Moline Plow Co., at Montreal and Ottawa, has been appointed sales manager of Belanger & Co., Montmagny, Que., a firm producing plows and stoves. He is a brother of W. P. Messenie, sales manager of the R. A. Lister Co. of Canada, Toronto.

William Butterworth, president of Deere & Co., Moline, Ill., has been seriously ill with pneumonia. Mr. Butterworth acquired a cold while in the East and shortly after his return to Moline this developed into pneumonia. Late reports from his physicians indicate he is improving.

The Baalim Motor Co., Lethbridge, has concluded arrangements with L. D. Benedict, of the Calgary branch, Advance-Rumely Thresher Co., whereby the Baalim organization will have the Lethbridge distributing agency for the well-known Oil-Pull line of tractors and other Advance-Rumely products.

C. W. Furrow, factory superintendent of West-Woods, Ltd., Winnipeg, has resigned and is succeeded by F. O. Storey, who recently joined the company, having come to Winnipeg about two months ago from Port Arthur where he was previously identified with the Port Arthur Wagon Company.

D. L. McQuarrie, western manager for the Cleveland Tractor Co. of Canada, with headquarters at Regina, concluded a mighty important business deal when he got married recently. Mr. and Mrs. McQuarrie spent a few days in Winnipeg during their honeymoon. The best of luck to you and your wife, "Mack."

At the recent directors' meeting of the J. I. Case Plow Works Co., R. O., Hendrickson was elected to the office of vice-president in charge of engineering. He will have complete charge of the engineering work of the Wallis tractor division, and will have jurisdiction and be in charge of the experimental work of the plow division.

W. N. Robinson, manager of the Robinson-Alamo Company, Winnipeg, who handle Alamo farm lighting plants, immediately after the start of the year left for an extended trip through Western territory. Mr. Robinson will visit Brandon, Regina, Saskatoon, Calgary, Edmonton and Vancouver. His company are distributors for the Empire cream separators and they anticipate a very good demand for this line in the coming season.

J. W. McCrae, who has carried on a most successful implement business at Carberry for over thirty-seven years, informs us that after January first the business will be carried on under the firm name of J. W. McCrae & Son. The company purpose conducting the most up-to-date retail implement business west of Winnipeg and will be prepared to supply everything that is required by their customers in the way of farm equipment and machinery. We wish them every success under the new firm name.

The McAskill, Adamson Co., Gladstone, have taken over Nicol Hornsby's implement business and the Williams Hardware Co. in that town. They took possession of the Williams block, a large building in that town and commenced operating their new lines January 2nd. The deal involved approximately $60,000. The purchasing company consists of D. G. Adamson, mayor of Gladstone and Rod. McAskill, A. A. McAskill and John McAskill. The company will carry a complete line of implements and hardware.

Owing to an erroneous report by a commercial agency, it was stated in our December issue that Mussell & Good, implement dealers had discontinued business in Tompkins. The company, whose headquarters are in Denzil, state that they still carry on the Tompkins branch, where they handle the Massey-Harris line, the Minneapolis T. M. Co. line, Nichols & Shepard engines and threshers and the full line of the Advance-Rumely Thresher Co. They handle all the above goods, with the exception of the Massey-Harris line, at their Denzil headquarters.

Twine Plant Damaged

The plant of the Brantford Cordage Co., Brantford, Ont., was badly damaged by a wind storm recently. A large warehouse 420 feet in length was wrecked, causing damage estimated at $100,000. Manager Messecar, however, states that the operations at the plant will not be interfered with.

Beatty Bros. Extending Plant

The business of Beatty Bros., Limited, Fergus, Ont., manufacturers of stable equipment, washing machines, pumps, ladders, churns, etc., has grown so rapidly that they have found it necessary to increase their buildings in Fergus considerably. They already have two large factories in Fergus, and extensions are being built to both.

"CRESCENT" PLOW SHARES

OVER 1000 PATTERNS

BETTER ORDER NOW

Get our Prices and Terms

Buy "CRESCENT" for FIT, FINISH, SATISFACTION

Stocked and Sold by

D. ACKLAND & SON, LIMITED

WINNIPEG :: CALGARY

The New Model Wallis Tractor

Considerable interest is evident in the trade regarding the new four-wheel model Wallis tractor, as announced in our last issue. The Wallis is sold in Western Canada by the Canadian Fairbanks-Morse Co. E. A. Kemp, manager of the tractor division of that company, gives the following interesting data in connection with the new type Wallis tractor:

The tractor is rated at 15-25 H.P. The motor is Wallis type, 4-cylinder, 4-cycle, valve-in-head, cast en-bloc, with removable cylinder sleeves. The bore is 4¼ inches and stroke 5¾ inches. Normal r.p.m is 850 and 900. Other details in the construction of the new type Wallis are:

Oiling System: Positive pump and splash.

Ignition: K. W., high tension, with impulse starter.

Carburetor: Bennett 1¼ inches; gasoline, kerosene or distillate.

Fuel Tank: One for gasoline equipment. Extra tank for kerosene.

Fuel Tank Capacity: 20 gallons.

Cooling System: Enclosed, cellular type. Modine "Spirex" radiator.

Clutch: Twin disc, three plate type.

Belt Pulley: 18 inches diameter by 6¾ inches face; running 430 r.p.m.

Belt Pulley: Located left hand side chassis; running forward.

Transmission: Wallis special, enclosed; two speeds forward, one reverse.

Gears: All drop forged, cut and hardened.

Bearings: Timken and Hyatt bearings.

Final Drive Gears: Drop forged, cut and hardened, enclosed in oil.

Ratio Motor to Drive Wheel; High gear, 36.08 to 1; low gear, 52.12 to 1.

Two Rear Drive Wheels: Special rolled and welded rims, flat hot riveted spokes.

Drive Wheels: 48 inches diameter by 12 inches face.

The Rear Live Axles: 3½ inches diameter; 40-50 carbon, double heat treated steel, mounted on roller bearings.

Two Front Wheels: 30 inches diameter by 8 inches face. Mounted on roller bearings.

Frame: Wallis patented, boiler plate, "U" shape.

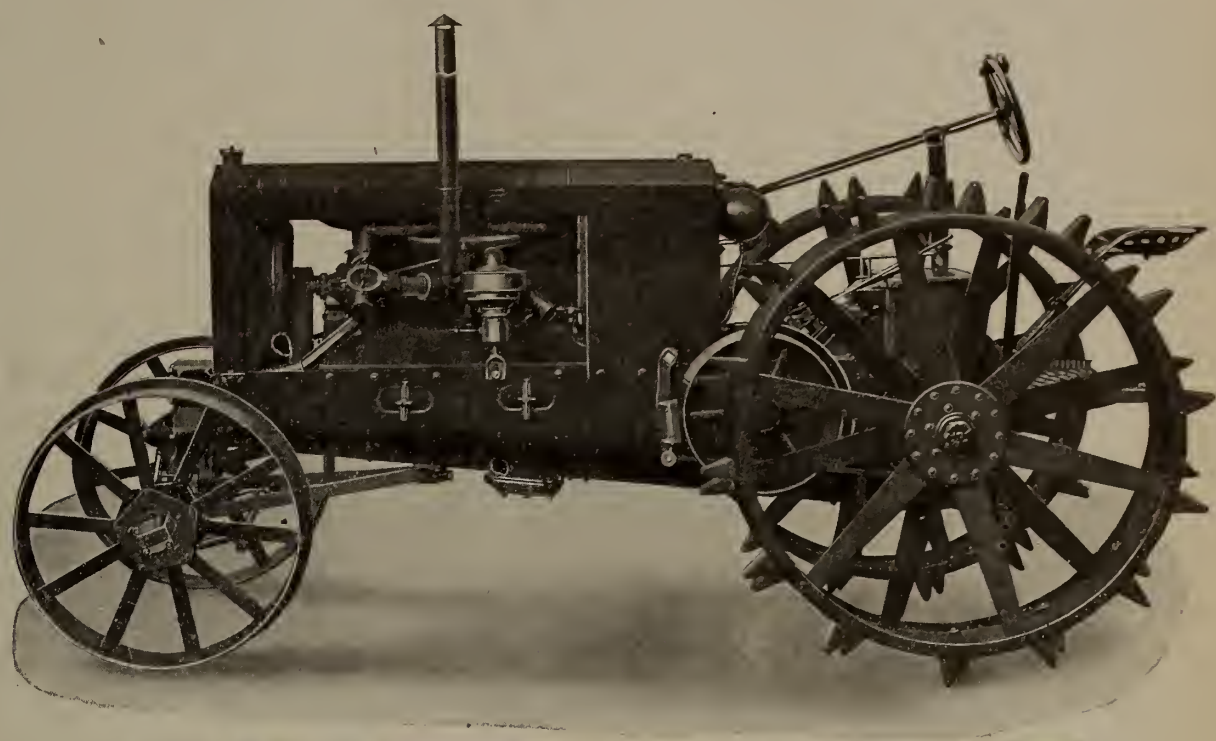
Total Width: 61 inches, over all.

Total Length: 132 inches over all.

Clearance at Lowest Point: 13 inches.

Total Weight: 3,560 pounds.

During 1920, Build a Tractor Business That Will Live and Increase—



WALLIS

America's Foremost Tractor

CHOOSE a tractor that will mean a satisfied user for every one you sell. Make every buyer an enthusiastic salesman. Every tractor sold should bring more interested prospects.

The Wallis—America's Foremost Tractor—will do it. It is so perfectly designed and built that it can be relied upon — absolutely. Its 12 years of success under all conditions of soil and climate is the best possible guarantee of quality.

Consider the Wallis: Patented "U"-shaped, one-piece frame. All working parts enclosed in dust-proof casings, operating in oil bath. Unit power-plant delivering 74 per cent of motor power to draw-bar. Nearly one-third lighter weight than tractors claiming equal power.

The contract we offer dealers is most liberal and attractive. We aim to have every dealer satisfied and making money.

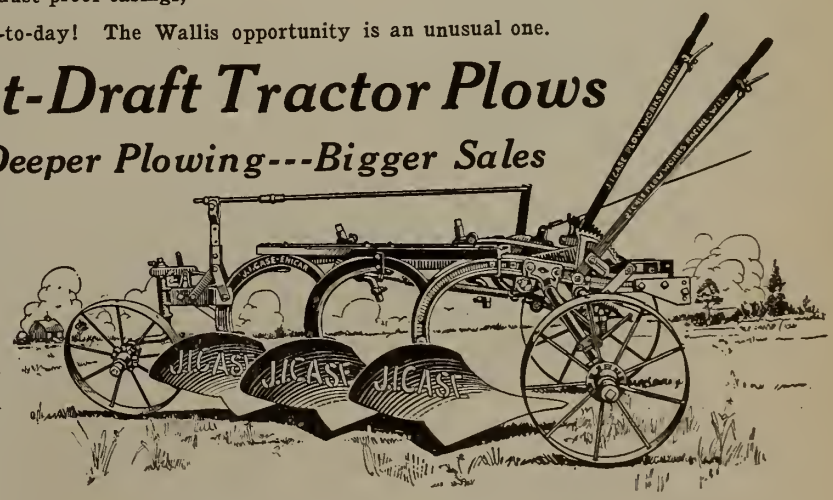
The Wallis offers you the opportunity to become identified with a PERMANENTLY successful tractor business. Valuable territories are still unassigned. YOURS may be open.

Investigate—to-day! The Wallis opportunity is an unusual one.

J. I. Case Light-Draft Tractor Plows

More Acreage---Deeper Plowing---Bigger Sales

The world's lightest draft plow, because the drag of furrow bottom and landside pressure have been eliminated. Weight of frame is carried on J. I. Case dust-proof, easy-lubricating wheels. Turn more acres and plow deeper with less fuel, labor and repair expense. J. I. Case Tractor Plows will put the punch into your plow trade that means profits. Descriptive literature sent on request.



The Wallis—Case Plow Contract is worth while—write:

The Canadian Fairbanks-Morse Co., Ltd.

SASKATOON WINNIPEG CALGARY

Wallis Distributors for Western Canada

The Future Supply of Farm Machinery

By E. J. Gifford, Western Manager Tudhope-Anderson Co. Ltd.

The supply of farm machinery for the coming season looks to be very favorable at the present time, although the extreme advance in the cost of raw material makes some phases of the question of supply somewhat problematical. There is no doubt of a tendency to increase prices during 1920, and whilst the jobber and dealer will endeavor to use their utmost to prevent increasing the prices, they will, no doubt, bear with considerable lower profits awaiting the definite time as to whether the advance will be of such an amount as to require an increase in both the wholesale and retail prices before they advance the prices.

Labor is scarce, and the shorter hours necessarily increases the price of material and complete machinery. This necessarily comes out of the customer and the farmer, unfortunately, has to be prepared to meet present conditions. The producer cannot supply the quantity when the hours of labor have been decreased, therefore it takes more men to produce the same quantity and obviously more wages are required to meet the expense of that labor. The conditions are yet of an uncertainty, but great hopes are entertained that matters will become settled in the near future so that those engaged in producing, as well as in consuming, will know what the conditions will ultimately be.

Empire Executive Visits Canada

Canada was pleasantly surprised the other week with a several days visit by Mr. H. A. McArthur, assistant general manager of the Empire Cream Separator Company.

Mr. McArthur was for several years Canadian director of the Empire Company, so you can be sure he was well welcomed by his many old established Canadian friends, who were all glad to see him there. He made a big reputation for good business aggressiveness as it is well evidenced by the recognized Empire prestige in Canada to-day. When Mr. McArthur first took charge of the Canadian Empire office, milking machines were not the recognized success and necessity they are to-day. Prior to this he spent a great many years in the implement game, running his own business at Sussex, New Brunswick, so that he is in a good position to know the dairy business and the implement man's problems thoroughly.

On being interviewed by Canadian Farm Implements, Mr. McArthur said: "I see greater prospects for Canada in every way than ever before: 1920 promises unlimited possibilities. 1919 has been the greatest year in Empire history. The Empire organization, dealers and all, see no limit to Empire milker business prospects. This is not just a statement, but a fact well founded on the immense business we have been doing and the amount of future orders we hold even this early. We have just had to increase our factory, and even our executive offices have been enlarged — occupying new offices at 150 Nassau St., New York. And with our Canadian organization well established as it is, there is no question about an increase for Empire in 1920. In the sales conference I held with Mr. Hemphill, manager of our Toronto office, and Mr. West, manager of our Montreal office, sales, advertising and service plans were laid to meet fully this greater volume to be ours. These will be announced shortly to our dealers, and I know their great scope will be profitably pleasing to all. I wish I could stay here longer and had the time to shake hands with all our Empire friends, but since I can't I'll appreciate it if you will say 'Hello' to them for me through your good paper."

Allis-Chalmers Representative in West

G. E. Kamm, manager of the tractor division of the Canadian Allis-Chalmers, Ltd., Toronto, paid a visit to Winnipeg late in December. Mr. Kamm spent a few days at the head office of the company at Milwaukee and came on to western Canada to get in contact with firms who could handle the Allis-Chalmers line of tractors. This includes 6-12, 10-18 and 18-30 models. Mr. Kamm will probably visit Regina, Saskatoon and Calgary before returning to his headquarters in Toronto.

Company Hold Meeting of Travelling Staff

E. J. Gifford, Western manager of Tudhope-Anderson Co., Ltd., whose headquarters and factory are located at Orillia, Ont., informs us that on January 5th the travellers operating in the territory under the Winnipeg office met in Winnipeg and went over plans for the coming year. The company anticipate a very good business and have several new lines to offer their dealers. The following travellers have already been appointed by the company to serve the territories named: Brandon, T. H. Hetherington; Yorkton, S. H. Sharman; Dauphin, William H. Brown; Winnipeg, O. C. Mabee. A. Brown has been appointed manager of the Regina branch of the company, with A. T. Glover as traveller in that territory, and G. L. Munson working Moose Jaw and territory. G. A. McConnell will serve the company in Saskatoon territory.

The company have branches at Winnipeg, Regina, Saskatoon, Calgary and Edmonton, at all of which points they will carry a full stock of their lines and also a complete line of repair parts for the service of dealers and users of T.-A. machinery. They have announced their prices for 1920, and Mr. Gifford states that notwithstanding the fact that labor and material remains high the company have made no advances in the price of their product; in fact, have lowered prices on some lines.

Grain Cleaners
And Wild Oat Separators

Show your customers how they can get perfect grain for market by using our

New Dual

Grain Cleaner. This cleaner gives the farmer three times the capacity of all old types of fanning mills, and does a perfect job on any grain.

Also the old, reliable "New Superior" Fanning Mill.

Ask for Particulars and Agency Offer

Cushman Light-Weight Engines
Threshers - Feeders

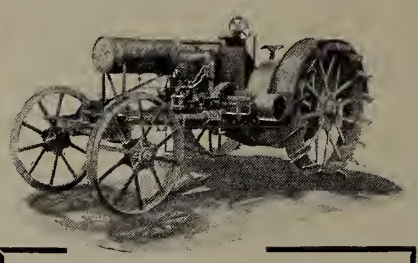
Cushman Motor Works of Canada Limited

Dept E Whyte Ave and Vine St. Winnipeg, Man.

DISTRIBUTING WAREHOUSES: Moose Jaw, Saskatoon, Calgary, Edmonton

Tank Heaters
Straw Spreaders
Lincoln Saws
Incubators and Brooders
Auto Accessories
Tractor Plows
Combination Threshers
Light-weight Engines
Lincoln Grinders
Vacuum Washing Machines
"Hoiland" Wild Oat Separators
Smut and Pickling Machines
Wagner Hardware Specialties
Western Pulverizer Packer and Mulcher
Shinn-Flat Lightning Conductors
"Does More" Lighting Plants
24 x 46 Separators
Langdon Feeders
Fanning Mills
Cushman Grinders

The Cushman Agency gives you Prestige and Profits



4 Wheel–4 Plow
STINSON

Cheaper than many 3-plow Tractors

Divide the price paid for a 3-plow tractor by three and get the "per-plow" price. Now divide the 4-plow "Stinson" price by four—farmers save money by buying the "Stinson".

Dealers get our proposition

Distributors and Service Station for Province of Manitoba

Tractioneers LIMITED.

11 NOTRE DAME—(COR. TACHE)
ST. BONIFACE, MAN.

Saskatchewan Grain Growers Ass'n
REGINA, SASK.

Distributors and Service Station for Province of Saskatchewan

6 Exclusive Features in the MOLINE UNIVERSAL TRACTOR

Exclusive Features:

1. Does *all field work* including cultivating, harvesting and belt work.
2. Both tractor and implement operated by *one man*.
3. Tractor and implement form *one unit*.
4. Operator sits on implement at center of all controls of tractor and implement.
5. Operator sees his work. "Foresight is better than hindsight."
6. Tractive power in front of work, operator behind it.

Exclusive Results:

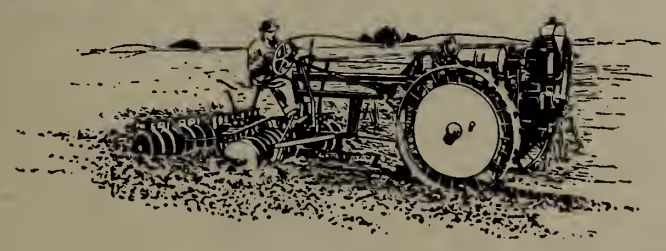
1. No duplication of any work by horses.
2. A saving in labor.
3. Entire outfit turns short, backs and makes fence corners produce.
4. Ease of operation.
5. Better work.
6. Power used as horses are used.

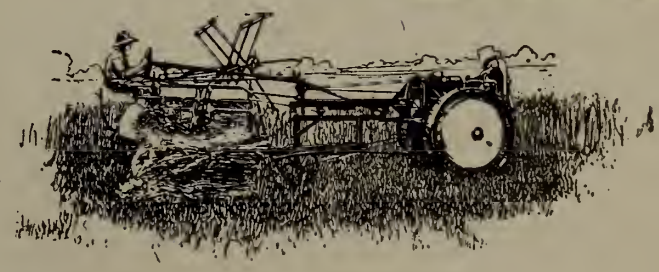
The Power of a Correct Principle

The principle of doing all field operations with one man sitting where he can watch his work is correct, or farming has always been done backward, and the operator would always have ridden or led his horses instead of driving them.

The Moline Universal Tractor places the power of nine big horses where the horses stood—is driven just like horses are driven, from the seat of the implement, and hitched up to the implement just like horses are hitched.

NOTE—If desired you can use the "drag behind" or horse drawn implements you now have the same as with other types of tractors.





Write our nearest branch for full information

Moline Plow Company, Moline, Illinois

Branches at:

Atlanta	St. Louis	Stockton, Cal.	Denver	Minot, N.D.	Indianapolis
New Orleans	Poughkeepsie, N.Y.	Spokane	Kansas City	Sioux Falls, S.D.	Columbus, Ohio
Dallas	Baltimore	Portland	Omaha	Des Moines	Jackson, Mich.
Oklahoma City	Los Angeles	Salt Lake City	Minneapolis	Bloomington, Ill.	

Canadian Distributors: WILLYS-OVERLAND, INC., Toronto.

Distributing Concern Announces Lines for 1920

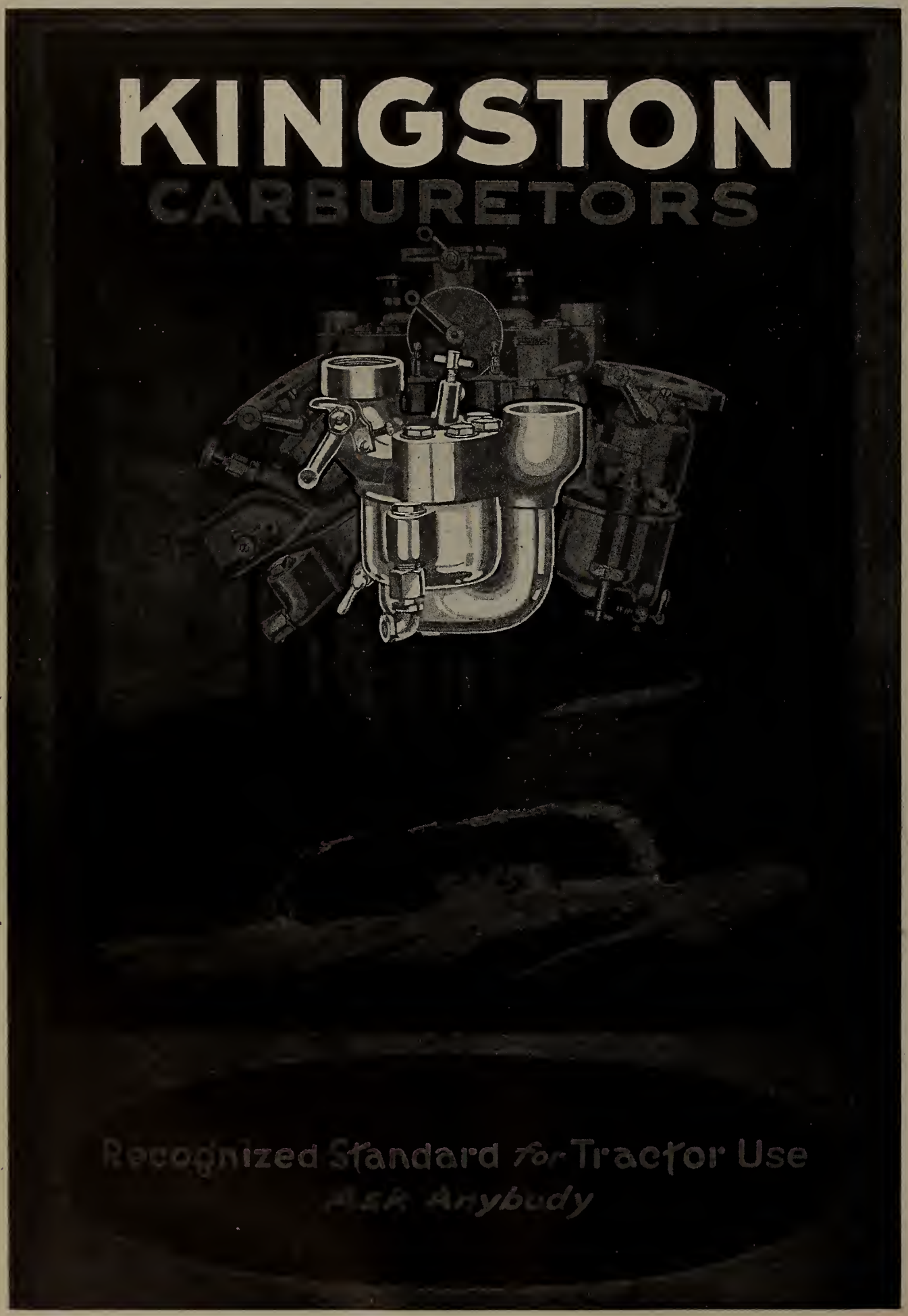
Partnership was recently registered in Winnipeg in the firm of McDonald & McKinnon, farm equipment, vehicle and automobile distributors. The members of the firm are well known to the Western Canadian trade. F. N. McDonald has for four years been Western Canadian manager for Carriage Factories Limited, Orillia, and the Canadian Briscoe Motor Car Company of Brockville, Ont. His partner is J. A. McKinnon, who has been assistant manager to Mr. McDonald for the past year. Both gentlemen have had a wide experience in the farm machinery, vehicle and automobile trade, and will simply take over the distribution for Manitoba of the lines which they served under the names of the above mentioned vehicle and automobile companies. With a thorough knowledge of the goods, and both aggressive salesmen with marked executive ability, Messrs McDonald & McKinnon, in their new partnership, will give prompt supply and the best of service to the dealers throughout the territory.

In connection with the Carriage Factories' line, McDonald & McKinnon will handle McLaughlin and Canada Carriage buggies and cutters of all types manufactured; also Peerless automobile trailers, two-wheel, with two-inch solid rubber tires and ball bearings. In addition to the vehicle lines, they will also handle the "Fox," "Economy" and "Ideal" line of grain picklers as made by the Canadian Specialty Company, Moose Jaw, and the well-known and extensive line of "Medicine Hat" pumps, produced by the Medicine Hat Pump & Brass Mfg. Company, Medicine Hat, Alta. They will also sell the "Monarch" line of crawler-type tractors in Manitoba territory.

The territory which the firm will cover includes the whole of Manitoba and a considerable territory in north-east Saskatchewan

In connection with the Briscoe line, McDonald & McKinnon state that they will have the selling rights for Manitoba of this well-known car, embodying for 1920 the following models: Briscoe Four-32, regular, in black or bronze green with black or brown upholstery. Briscoe Four-32 Special, with solid leather upholstery and specially painted, also the Briscoe Four-32, regular, Roadster. The Canadian Briscoe Motor Company are carrying a complete wholesale stock of parts in the McDonald & McKinnon premises at 156 Princess St., Winnipeg, and also have installed a body of expert service men direct from the factory at Brockville, Ont.

As mentioned, there is no change in the personnel of the McDonald & McKinnon Co. The partners simply continue to distribute in Manitoba territory the lines which they previously controlled as executives for the Carriage Factories Ltd. and the Canadian Briscoe Motor Car Co. Under their expert management we feel sure that the dealers will get prompt and satisfactory service in connection with the entire line handled by the new concern. The many friends in the trade who have been in contact with Messrs McDonald & McKinnon in the past will wish them every posperity in their new sales arrangements.



Friendly Visits Pay

When you call at a man's farm, have a nice visit with him and his family, go with him for a look over his barns, his stock and his implements, and have a general heart-to-heart talk with him about the farming business. That man is going to have a friendly feeling toward you.

SELL CLETRACS *NOW*

You can sell Cletracs all Winter long.

The farmer is through with his horses for the Winter. They're not working—but the farmer is still feeding them costly feed every day and doing his horse chores morning and night.

Careful estimates prove that it takes the crops of at least five whole acres, the average value of which is $297.00, to keep one horse one year.

The Cletrac easily replaces six horses with their yearly feed bill of $1782.00.

Get the farmer to sell his horses and buy a Cletrac with the proceeds.

He'll keep the Cletrac busy in Winter clearing the wood-lot and the roads, sawing wood, grinding feed and doing other Winter chores. In Spring he lets go with the Cletrac—does 30 days' work in a week and gets a bigger yield per acre.

The Cletrac is sturdy, powerful, economical, easy to operate. Runs on its own tracks—turns short—goes everywhere. Burns coal oil (kerosene), perfectly.

For the farmer, the Cletrac is a big-paying, all-year investment. For you, it is a ready, profitable, all-season seller.

Don't wait for Spring. You can sell Cletracs NOW—in Winter.

If you are not a Cletrac Dealer, you're losing a chance for all-year profitable sales. Write for our proposition to-day.

THE CLEVELAND TRACTOR COMPANY OF CANADA, LIMITED

Head Office—
WINDSOR, ONTARIO

Western Sales Branch—
REGINA, SASK.

T-1714

Ontario Wind Engine to Handle G-O Tractors

The General Ordnance Company, of Cedar Rapids, Iowa, Derby, Conn., and New York City, has just closed a contract with the Ontario Wind Engine and Pump Co., of Toronto, whereby the latter company will become active distributors for the G-O tractor in Ontario, Quebec and Eastern Canada.

Some idea of the thoroughness with which this big Canadian concern went about the business of picking the most suitable American tractor for their vast market can be gained from the fact that they retained the services of an outside mechanical expert to analyze and pass on the mechanical features of their investigations. His favorable verdict on the G-O weighed heavily with the company in its decision.

The first shipment on the large initial contract is now in Canada to supply the demand which the Canadian concern is arousing by an aggressive advertising campaign. It reaches the farmer through its many agents, who will sell the G-O direct to the farmer.

Used Tractor to Operate Plants

Prospects of a shut-down on account of the recent coal strike, did not create any unusual anxiety at the Emerson-Brantingham Implement Co. The implement works, at Rockford, Ill., had been working overtime trying to keep up with its unfilled orders. They did not wish to have either stoppage of production or to lay off employees with the suffering that would result. C. S. Brantingham, president of the company, was chairman of the local fuel administration and was very conservative and strict regarding his own plant. The fuel administration restricted the use of coal to the quantity absolutely necessary to keep the water pipes from freezing.

In order to keep the factories running, E-B model AA tractors, motor cultivators and kerosene engines were attached to the various lathes, presses, and other machines. The tractors were not only used in direct connection to line shafts, but were also used to generate electricity. A big Reeves 40-65 kerosene tractor generated more than enough current to light the general offices and run the smaller power-driven machines, such as multigraphs and calculators.

E-B Tractors Helped During Coal Shortage

Two printing concerns in Rockford would have had to shut down entirely if it had not been for E-B service and co-operation. A model AA tractor was connected at each place with a dynamo and the work went merrily on. At the printing office the connection was made with a 30 horse power generator with most successful results, despite the fact that the model AA is only rated 12-20, according to the S. A. E. rating

Several other Rockford firms took up the idea of operating with tractors and gas engines, and the Emerson-Brantingham Co. supplied both. It seems probable that if the coal strike had not been settled that the majority of Rockford industries would have become "motorized." At least, in case of future strikes or fuel shortages, they will not be caught absolutely unprepared.

Tell your customers to place their repair orders early.

International Spreaders Have Straw Attachment

The International Harvester Co., Chicago, Ill., has a straw spreader attachment for its Nos. 6 and 8 Low Corn-King and Low Cloverleaf spreaders. This was recently publicly shown for the first time with certain changes and improvements, in connection with a No. 6 Low Corn-King spreader, the latter being arranged for use with a tractor by the attachment of a suitable tractor hitch, and the use of ropes extending from the spreader controls forward to the tractor platform.

With this device the straw is spread evenly over the land in thin, medium or thick coats, according to the way the feed is set, covering 15 to 20 acres a day.

"J. B." Celebrates Fortieth Anniversary

Early in December the directors and officials of the Avery Company, Peoria, Ill., entertained J. B. Bartholomew, president of the company at luncheon and presented him with a loving cup. Mr. Bartholomew, better known as "J. B." is one of the leading figures in the tractor industry of North America. The presentation celebrated the fortieth anniversary of Mr. Bartholomew's connection with the Avery Company and its predecessors.

He was only sixteen years of age when he became connected with R. H. & C. M. Avery, then located at Galesburg. His first job was driving a lumber wagon. Subsequently he became employed in the factory and then as a salesman. After the business was moved to Peoria he was appointed sales manager. About twelve years ago he became the head of the institution.

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Simplicity—Efficiency—Capacity

THE AUTOMATIC GRAIN PICKLER

A Fast Seller for Spring Trade

ORDER! NOW

What the Farmer Wants

Capacity: 100 Bushels per hour

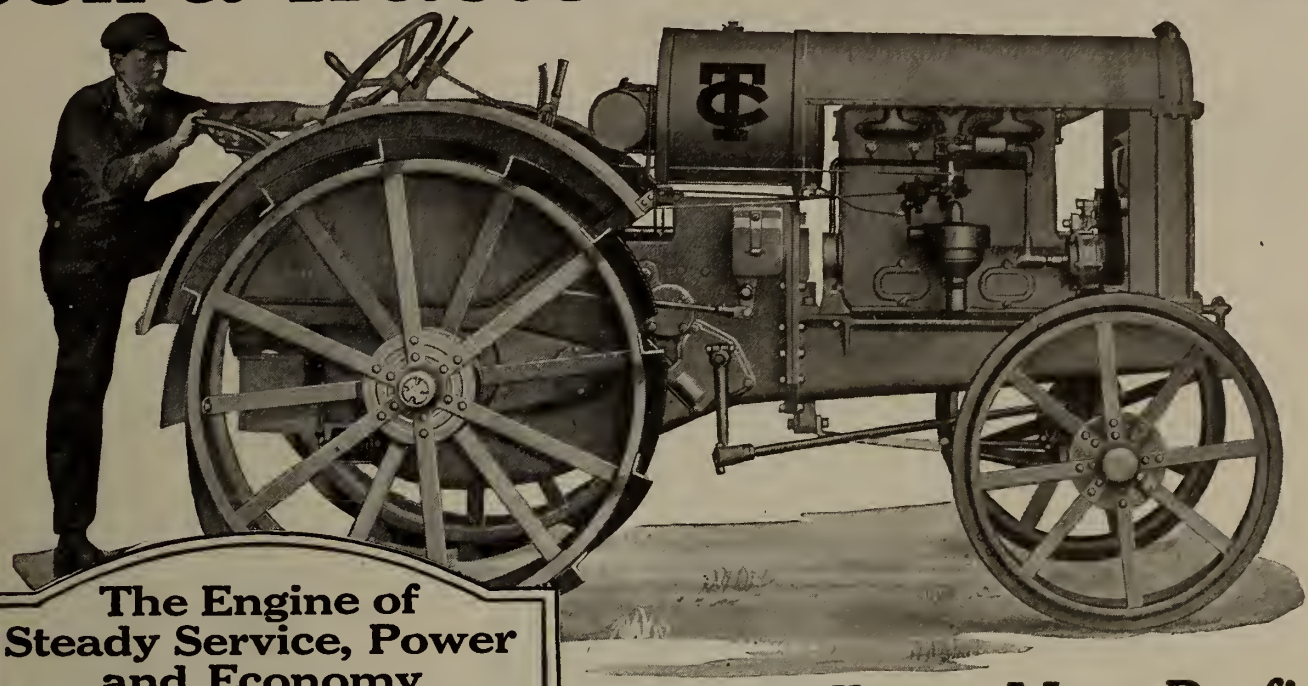
Dealers: Your opportunity! A cheaply constructed, yet strong, pickler. Will do the same kind of work as the most expensive seed-treating device. Treats every kernel. You will be surprised at the extremely reasonable price we are able to quote—lower than any competitor. Write at once for folder and price to dealers.

CANADIAN SPECIALTY COY.

Moose Jaw, Sask.

Distributors for Manitoba: McDONALD & McKINNON, 156 Princess St., Winnipeg

Sell a Tractor—Not a Price



The Engine of Steady Service, Power and Economy

Sixteen-valve, valve-in-head Engine. Designed, not adapted, to burn kerosene. Double valve capacity, insuring perfect combustion, greater power and fuel economy. Counterbalanced crankshaft reduces vibration. Crankshaft drilled for force-feed lubrication. Removable cylinder sleeves —no reboring ever necessary. Note the simplicity of construction and the quick and easy access to all moving parts.

The Trouble-Proof Transmission

Sliding spur-gear transmission enclosed in a one-piece rigid semi-steel frame. Runs in a bath of oil. Gears are drop-forged and rolled, machined to absolute accuracy, heat-treated and hardened. Mounted on Hyatt roller bearings. Live, semi-floating axle.

Easier Selling—More Profit

IN selling the TWIN CITY 12-20 you don't have to argue price to make a sale. Because the TWIN CITY 12-20 has every feature that appeals to your customer's sense of economy—from its low fuel consumption to its long life.

When you make a sale your profits are *clear profits*. TWIN CITY dependability saves service calls.

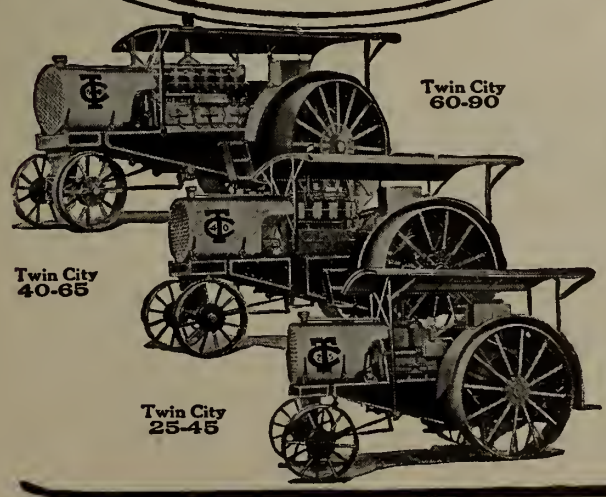
Besides, TWIN CITY dealers have many other advantages: Automatic quantity discounts—a full tractor and thresher line—power farming tools—live sales assistance—national advertising.

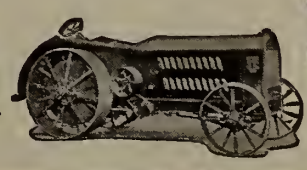
Ask for information on the complete TWIN CITY line and our new dealer proposition.

MINNEAPOLIS STEEL & MACHINERY COMPANY OF CANADA, LIMITED

Head Office - - - 923 Logan Avenue West, Winnipeg, Man.
Branches - - - - - Regina, Sask., Calgary, Alta.
Factories, Minneapolis, U.S.A. Export Office, 154 Nassau Street, New York, U.S.A.

TWIN CITY




Twin City 16-30

All-Steel Twin City Thresher

Hart-Parr Co has New General Manager

W. R. Dray, for the past two and a half years vice-president and general manager of the Hart-Parr Company, Charles City, Iowa, resigned a few days ago and has been succeeded by M. W. Ellis. During Mr. Dray's connection with this institution it has reached a high state of prosperity, and the new tractor developed during this time has shown a great demand on the market.

In choosing M. W. Ellis as the new head of the Hart-Parr Company the board of directors can feel justly proud of their selection. Mr. Ellis has a very wide acquaintance and is a man of exceptional ability.

The Ellis family have been associated with the Hart-Parr Company since it started, and during which time Mr. Ellis has acted in an advisory capacity for the company for a number of years and has also been one of the board of directors and treasurer.

Mr. Ellis who is an extremely agressive man, is president of the Security Trust and Savings bank, of Charles City, which is one of the finest banks in Iowa, but the tremendous business of the Hart-Parr Company necessitates Mr. Ellis giving more of his time to this company.

The Hart-Parr "30" which was put on the market in 1917 has, says the Hart-Parr Co., had a most phenomenal sale which puts the company in the class of not only the founders of the tractor industry, but as one of the largest volume builders of tractors to-day.

C. D. Ellis is president of the company and chairman of the board of directors. He is the father of M. W. Ellis and has also

M. W. ELLIS
Now General Manager of the Hart-Parr Company

been associated with the affairs of the company since its origin, and much credit is given to Mr. C. D. Ellis for the present success of the Hart-Parr company. The Ellis family have always been very heavily interested financially in the factory.

W. S. Fredrickson, general sales manager, has been with the company for five years, having started as manager of local sales, advancing through the organization until he has seen realized a powerful Hart-Parr selling organization encircling the globe.

A. H. Witt, secretary and assistant treasurer, came to the Hart-Parr Company direct from high school in 1906 and by hard work, loyalty, and stick-to-it-iveness has grown to his present position.

R. C. Rolfing, works manager, started at the bottom in 1912 as assistant in the superintendent's office and to-day he is in full charge of the entire shops, which comprise one of the largest in the tractor business, employing about a thousand men at the present time.

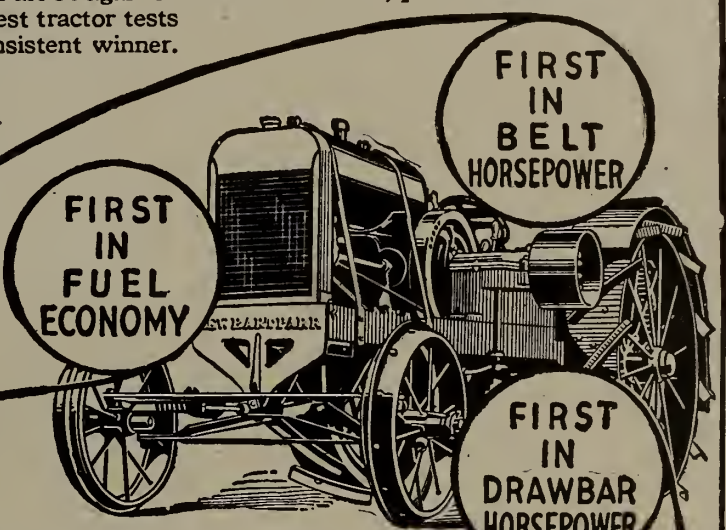
Your competitor, brother, also has his troubles.

A more dependable magneto, with a hotter spark—a magneto that enables you to get that last atom of power from your fuel—a magneto that means long service, a magneto with a true automatic impulse starter—that is the time-tested Kingston.
KINGSTON MAGNETOS
THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.
BRANCHES: New York City, 1733 Broadway; Chicago, 1480 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Avenue; Boston, 15 Jersey Street

The official tests— a safe guide for tractor buyers

At the Ohio State University Belt Horsepower Test of January, 1919, the Hart-Parr 30 developed 37½ belt horsepower—the highest test of any tractor competing. In the fuel economy test, it had but one close competitor. At the Ohio State University Draw bar Test of July, and August 1919, Hart-Parr 30 again led the field with 26½ draw bar horsepower. These were the two greatest tractor tests of the year. Hart-Parr 30 is a consistent winner.

HART-PARR COMPANY
Founders of the Tractor Industry
574 Lawler Street, Charles City, Ia.



Ohio State University
Belt H. P. Test, Jan., 1919

Make and Size	Horse Power Developed	Fuel Cost per H. P. Hour
HART-PARR.....30	37.5	.0150
Avery.....12-25	18.3	.0178
Avery.....8-16		
Aultman-Taylor..15-30	33.4	.0221
Case.....10-18	19.8	.0173
Case.....15-27	27.7	.0166
Cleveland.....12-20	19.2	.0392
Elgin.....12-25	19.2	.0159
Emerson.....12-20	24.7	.0219
Frick.....12-25	24.5	.0163
Fordson.....11-22	21.4	.0177
Huber.....12-25	28.3	.0195
I H C.....15-30	35.0	.0216
Moline.....9-18	28.7	.0373
Ft. Huron.....12-25	14.4	.0343
Rumley.....12-20	25.5	.0154
Russell.....20-40	31.6	.0254
Shelby.....9-18	18.6	.0493
Steel Mule.....12-20	21.4	.0183
Titan.....10-20	24.1	.0150
Waterloo Boy.....12-25	21.2	.0158
Wallis Cub.....15-25	31.8	.0286

From Official Records

NINETEEN YEARS OF KNOWING HOW

Greatest Tractor Test of All Time
Held by Ohio State University, July-Aug. 1919

TRACTOR	Rating	No. Plows	No. Cyl.	Motor Speed R.P.M.	Fuel	Best Test of Each Tractor: Depth Plowed	Lbs. Pull	Plow'g Speed	Drawbar H.P.
HART-PARR...	-30	3-14in	2	750	K	10.25	3240	3.08	26.50
Wallis.....	15-25	3-14 in	4	850	G	9.42	2287	3.25	19.82
Moline Universal.	9-18	2-14 in	4	1600	G	8.20	2275	3.09	18.72
Illinois.....	18-36	4-14 in	4	800	K	8.12	3125	1.98	16.59
Aultman-Taylor.	15-30	4-14 in	4	800	K	8.05	2930	2.05	16.02
Monarch.....	18-30	3-14 in	4	800	K	8.42	2600	2.29	15.91
Waterloo Boy...	12-25	3-14 in	2	750	K	7.12	2430	2.39	15.78
Case.....	15-27	3-14 in	4	950	K	8.06	2720	2.13	15.45
Bates Steel Mule.	15-22	3-14 in	4	900	K	7.95	2710	2.11	15.25
Frick.....	15-28	3-14 in	4	900	K	8.67	2560	2.18	14.92
Emerson.....	12-20	3-14 in	4	900	K	9.71	3000	1.67	13.42
Huber.....	12-25	3-14 in	4	1000	K	8.94	2158	2.33	13.40
Cletrac.....	12-20	2-14 in	4	1250	K	9.40	1892	2.65	13.38
Parrett.....	12-25	3-14 in	4	1000	K	8.02	1802	2.73	13.11
J-T.....	16-30	3-14 in	4	1000	K	10.07	2285	2.13	12.99
LaCrosse 3.....	12-24	3-14 in	2	750	K	8.55	2160	2.23	12.85
Wellington.....	10-20	2-14 in	4	1000	K	8.60	1584	2.89	12.18
Titan.....	10-20	3-14 in	2	500	K	7.67	1090	2.28	12.10
LaCrosse 4.....	12-24	3-14 in	2	750	K	8.70	2080	2.07	11.51
Avery.....	12-25	3-14 in	2	570	K	8.62	2710	1.37	11.29
Fordson.....	10-20	2-14 in	4	1000	K	7.63	1304	3.09	10.78
Heider.....	12-20	3-14 in	4	750	K	6.37	1972	2.04	10.76
Whitney.....	9-18	2-14 in	2	750	G	6.62	1520	2.63	10.66
Case.....	10-18	2-14 in	4	1050	K	8.04	1290	2.70	9.33
I. H. C.....	8-16	2-14 in	4	1000	K	7.41	1642	2.15	9.31
Reliable.....	10-20	2-14 in	4	600	K	8.72	1575	1.91	8.02
Shelby.....	9-18	2-14 in	4	1100	G	7.95	2100	1.42	7.97

Data from official report Ohio State University. Fuel data from official cards.

Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today after 10 to 16 years service.

DEALERS: Some excellent territory still open. Selling the Hart-Parr 30 insures success. Write us today.

SD6

ABUNDANT POWER FOR THREE PLOWS. WEIGHS 5158 LBS.

HART-PARR 30

NINETEEN YEARS TRACTOR BUILDING EXPERIENCE

Superior, Wis., U.S.A.
Dec. 20, 1919.

To The Trade:

The Stinson Tractor Company wishes to announce the new

STINSON
"Heavy Duty"
TRACTOR
Model 4-E, 18-36

This tractor will be on the market January 1st and will be on exhibition at the Twin City Automobile, Truck, Tractor and Industrial Exposition and Show at Minneapolis and the National Tractor Show at Kansas City.

This model has been thoroughly tested during the past year and with its absolute dependability, simplicity and beauty of line, deserves unqualified endorsement by the trade. All indications point toward a heavy run on this model for 1920.

STINSON TRACTOR CO.
By GEO. A. HAGERMAN,
Supt. and Engineer.

P.S. We also wish to state that our factory location will not be changed for 1920.

Advance-Rumely Managers Held Convention

Advance-Rumely's branch managers from the United States and Canada gathered in La Porte recently for their annual convention at the big plant. Over a week was spent in renewing friendships and discussing the company's business and future plans. A trip through the plant was made, which the branch men never tire of, as each year they see enlargements and new improvements to take care of the rapidly increasing production of the company.

The convention closed with a banquet and entertainment at La Porte, and a trip to Battle Creek, Michigan, to visit the Advance-Rumely factory there, where a farewell dinner was served.

The photograph of the branch managers includes the following gentlemen:

Standing, back row: C. C. Gross, Columbus, Ohio; B. Branchard, Peoria, Illinois; C. J. Farney, Fargo, North Dakota; E. L. Kirkpatrick, Wichita, Kansas; F. B. Harrison, Indianapolis, Indiana; C. W. McDonald, Saskatoon, Sask.; E. S. Tecktonius, Minneapolis, Minnesota; E. D. Lanigan, Battle Creek, Michigan.

Standing, middle row: J. M. Ulen, asst. sales manager; A. J. Donovan, Billings, Montana; R. D. Bauder, San Francisco, California; H. C. Flowers, Des Moines, Iowa; J. H. Bass, Crowley, Louisiana; W. J. Thorpe, Lincoln, Nebraska; W. D. Kinsella, Aberdeen, South Dakota.

Seated, front row: A. Fiala, Pocâtello, Idaho; M. R. Voorhees, Kansas City, Missouri; F. A. Jones, Dallas, Texas; A. M. Frish, Madison, Wisconsin; P. McGovern, Spokane, Washington; P. Arnot, Regina, Sask.; M. J. Carrothers, Winnipeg, Man.; J. S. Greeny, Portland, Oregon.

Advance-Rumley Branch Managers in Session at La Porte office.

No Big Tractor Demonstration for 1920

There will be no national or regional tractor demonstration in the United States conducted during 1920 with the approval of the national committee, it was definitely decided at the annual meeting of the Tractor and Thresher Department of the National Implement & Vehicle Association held recently in Chicago. This action, it is understood, does not pertain to the one-day demonstrations conducted by dealers and distributors. It appeared to be the general opinion of the manufacturers present that the national demonstrations had served their purpose and during the past year had been a needless expense to the manufacturers.

It's Good—
PEERLESS ORNAMENTAL FENCING
is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.
Beautify Your Home with
Peerless Ornamental Fencing. It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.
Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. Dealers nearly everywhere.
THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.
Winnipeg, Man. Hamilton, Ont.

Advises Purchase of Canadian Lines

P. M. Ames, managing director of Manitoba Engines, Ltd., Brandon, writes us as follows:

"Every citizen in Canada is more or less affected by the discount, which is ranging all the way from 5 to 15 per cent on Canadian money in New York. Our banking institutions tell us that the reason for this is that Canada is importing from the United States a great deal more than she is exporting there. The importation of farm implements is one of our biggest imports. Canada should be able to produce every implement required within her own borders. This would greatly aid in increasing our population, in building up our cities, and in providing home markets for our farm and garden products. Every implement dealer would be doing a service to the country at large if he would urge upon his customers the advisability of buying Canadian-made goods wherever possible.

"Canadian firms can produce just as reliable and durable goods as American firms; and the bigger the volume we can work up the better the article can be made.

"Let's make it our slogan for 1920 to buy Canadian-made goods, and insist upon our customers doing the same wherever possible. This will go a long way towards making the Canadian dollar worth par in New York."

CULTI-PACKER

TRADE MARK REG.

It Cultivates — It Packs

Sell The Idea of "Culti-Packing"

NEVER show a prospective customer the Culti-Packer itself until you have shown him—by means of pictures or actual field demonstration—the work it will do.

Do not talk construction, weight, size, prices, or let him talk about them.

Show him just how Culti-Packing will crush all lumps, firm out air spaces and mulch the surface of his seed bed in *one operation,* saving hours of labor and giving better condition of soil than possible with any other tools.

Show him how it will firm the earth about seed after it is drilled, thus giving a quicker, more even stand.

Point out its uses on winter wheat or other growing crops.

Sell him the idea of Culti-Packing and he will be anxious to buy the tool.

Write for "Soil Sense"—a 52 page, illustrated book which explains in detail the idea of Culti-Packing and shows you how to "sell the idea."

THE DUNHAM CO., Berea, Ohio, U.S.A.

Studebaker Sells Dump Wagon Business

The Studebaker Corporation, South Bend, Ind., report that they have sold their dump wagon business to the Western Wheeled Scraper Co., of Aurora, Ill. The latter concern will make this line and will furnish extra parts and repairs for same in the future. In making this report Studebaker says:

"Studebakers have decided to become farm wagon specialists. As farm wagon specialists our efforts will be to make the reputation of the Studebaker wagon even better than it has been enjoying for the past 67 years, if that is possible."

Case Perfect Extension Control Device for Binders

When farm hands become as scarce as they were during the past season, every farmer looks for ways of making one man do the work of two. The J. I. Case Threshing Machine Company, Racine, Wis., helped the situation by perfecting a device whereby a farmer could control his Case tractor from the seat of the binder or other implement with which he was operating it.

This extension control is easily attached and adds very little to the cost of the tractor. It consists of a telescoping extension steering shaft with universal joints which work without binding. The steering wheel on the tractor is moved to the rear end of the extension shaft and its place taken by two bevel gears. The clutch and brake are operated by means of an endless rope which makes it possible to keep the tractor under perfect control all the time. This labor-saving apparatus has been used in many sections of the country with great success.

Close view of a Turkish one-plow equipment. Three such as this are being replaced by one good tractor—for

EVEN THE TURK IS TAKING TO TRACTORS

Close up of the "G-O" tractor near Constantinople, plowing furrows 8-in. deep in land that had lain idle over a hundred years.

The Orient Turning from Oxen to Tractors

From oxen—to horses—to tractors, have been the usual steps in the farming evolution of most countries, but Turkish farmers are going this one better and changing from the plodding, swaying oxen direct to the modern tractor.

They have been quick to see the great advantage in using a tractor, over their old custom approximating six oxen to one plow. By this modern method, they say, they can accomplish their own salvation through the cultivation of their large areas of fertile soil that have lain idle for many years.

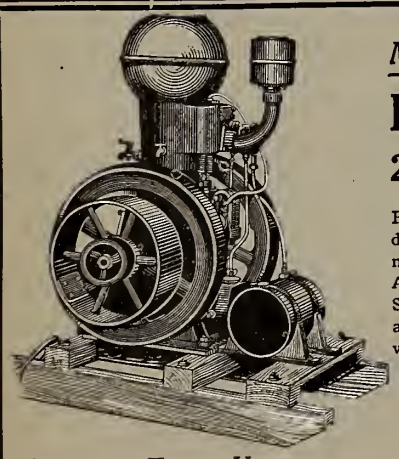
Every tractor demonstration in Turkey draws a crowd of keenly interested farmers who watch closely and comment freely. At one demonstration near Constantinople, where the G-O tractor plowed 8-inch furrows in a large tract of land that had not been plowed for over a hundred years, one wearer of the fez said it would take 20 oxen to pull the same load.

States Requires Great Volume of Machinery

The J. I. Case Plow Works, Racine, Wis, estimates that farmers in America will spend over ten billion dollars in the purchase of tillage tools before American soil is producing all that is possible. This enormous $10,000,000,000 market is divided into a need for 6,000,000,000 of tractors and 4,000,000,000 of plows, harrows, corn planters and the like.

In figuring the potential market for tractors, allowance is made for those already in active use, which comprise only a tenth of the number required by the farmers of America.

Resolution I.: Sell more goods.



More Sales More Profits

LISTER ENGINES

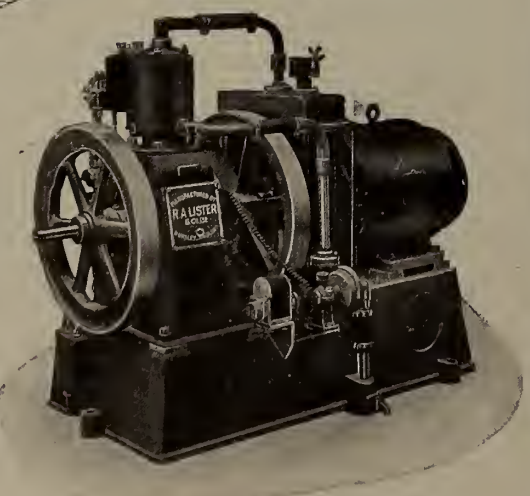
2, 3, 5, 7 and 9 H. P.

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition—no batteries. Automatic lubrication. Economical to run. Shipped complete with skids. Lister engines are what the farmer wants. Sell them this winter and make money.

Ask about our Agency offer for 1920—NOW!

Farm or Town Use LISTER-BRUSTON Automatic Electric Lighting Plants

Made in 14 sizes. Capacities from 40 to 1500 lights. A size to sell for every demand — farms, town homes, churches, schools, halls, municipal use, etc. Driven by the famous single, twin and four-cyl. Lister slow speed engines. Direct connected to protected dynamo. Electric throttling governor. Simple; easy to operate. Send for descriptive literature on this line.



The Lister Line includes: "Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders, Crushers, Electric Light Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

R. A. LISTER & CO. (Canada) LIMITED

WINNIPEG, MAN. TORONTO, ONT.

"Winner" Separators

Dealers: We are still selling the Winner Fanning Mill as manufactured by the Tudhope-Anderson Co. at Orillia, Ont. Our mills are guaranteed to have double the capacity of any other separator and to do 75 per cent better work.

A stock of all sizes is on hand at our various branches. We can supply you promptly.

Order Your Spring Stock—NOW

Capacities: 30 ot 80 Bus. per Hour

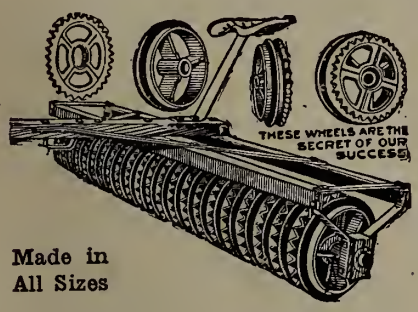
Tudhope-Anderson Co., Ltd.

WINNIPEG

Regina Saskatoon Calgary Edmonton

NOW is the Time to Book Your Orders
for
THE WESTERN PULVERIZER PACKER AND MULCHER

To Insure Delivery in Good Time for Spring Operations



Made in All Sizes

The Western Pulverizer, Packer and Mulcher pulverizes and packs down the soil and puts it in perfect condition for seeding in one operation, either a stubble ground or sod ground. It will not clog. Provides a granular mulch to the land which stops evaporation and preserves moisture.

PLOW PACKER

2 ft. 6 in. two-furrow .....weight 330 lbs.
4 ft. three-furrow .....weight 475 lbs.

SINGLE SECTION

4 ft. .....weight 600 lbs.
6 ft. .....weight 725 lbs.
8 ft. .....weight 920 lbs.
10 ft. .....weight 1200 lbs.
12 ft. .....weight 1400 lbs.

THREE SECTION

11 ft. .....weight 1400 lbs.
15 ft. .....weight 1840 lbs.
21 ft .....weight 2650 lbs.

STRONGLY BUILT

SAVE LABOR

MAKE A PERFECT SEEDBED

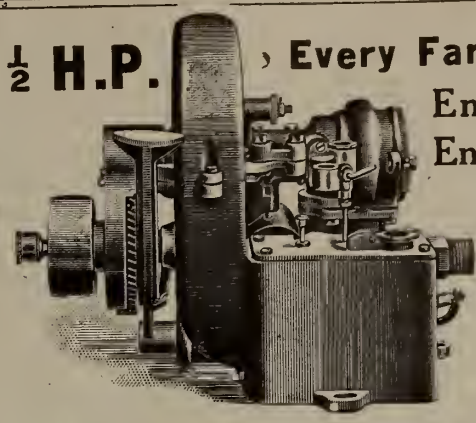
WRITE FOR OUR DESCRIPTIVE CATALOG AND PRICES

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

DEPT. E, WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

½ H.P.



Every Farmer a Prospect

Emerson "Hafa-Hors" Engines—Fast Sellers

Step on the Pedal and they start instantly. Just the engine the farmer wants for operating Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions: 16x14x14 ins. Always ready to run. Ask for literature and particulars.

EMERSON WILD OAT SEPARATORS

TWO SIZES: 3-SHOE AND 6-SHOE

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.

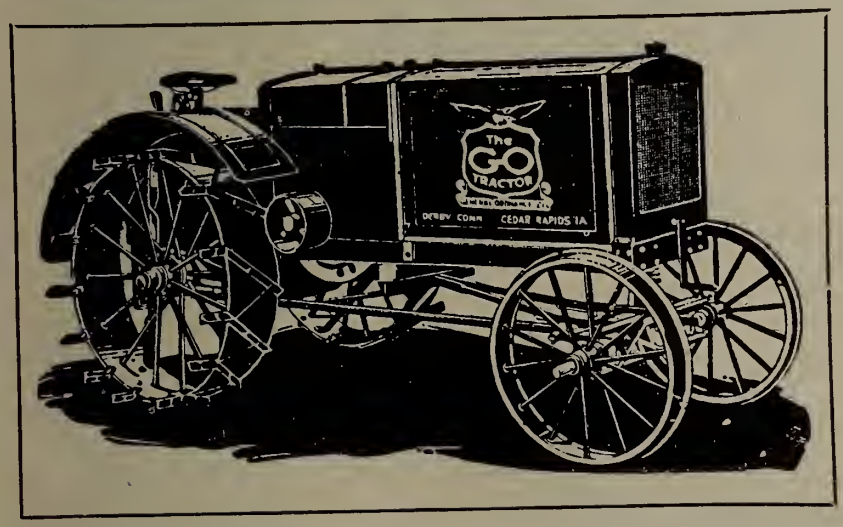
HANDLE THE EMERSON During 1920

GET OUR AGENCY PROPOSITION

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE WINNIPEG, MAN.



The Implement Dealer has Three Things to Consider

1st. The Machine

2nd. The Plant Behind the Machine

3rd. The Possibilities for Selling the Machine

Farmers are becoming more discriminating; they demand a tractor with minimum upkeep cost and that will give maximum service. They demand all the qualities that are embodied in the G-O Tractor. To give a farmer all he wants in a tractor and to give the dealer the proper co-operation and follow-up requires a plant with the financial resources and equipment of the General Ordnance Co., Cedar Rapid, Ia., and Derby, Connecticut, to keep pace with the rapid development of the tractor industry.

A CAMPAIGN THE DEALERS SHOULD WATCH *AND FOLLOW UP*

An advertising campaign, conducted on a large scale throughout Western Canada is being started. This is going to create a widespread interest in the G-O Tractor and will be a means of further educating the farmer to the value of the Tractor in farming—and particularly the G-O Tractor.

ARE YOU GOING TO BE READY?

for the big drive? Our co-operation will serve as a splendid backing to your efforts. Let us give you our book "How to Find the Right Tractor." It goes to show how we stand behind the G-O Tractor and what we do to help you sell them. Sent entirely free of any charge.

VULCAN POWER LIGHT TRACTOR PLOW

Built specially for tractor use. A one man outfit.
Frame adjustable to cut 12, 14 or 16 in. furrows.

The Time to Act is *NOW*

The National Farm Tractor Co., Ltd.

Factory Distributors

519 STERLING BANK BUILDING WINNIPEG, MAN.

GENERAL WAREHOUSE: COR. McPHILLIPS AND WINNIPEG AVE.

Write or wire. Some territory still open.

Case Hold Service Schools

To enable owners of Case tractors and other farm machinery to secure the greatest satisfaction in the use of their equipment, the J. I. Case Threshing Machine Company will conduct free service schools during the winter and spring of 1920.

This notable extension of Case service is in accord with the company's policy to make every user of Case machinery a thoroughly satisfied customer. The company invites all persons interested in power farming to avail themselves of this opportunity to study the operation and care of kerosene tractors, power plows, and disc harrows, also threshers, balers, silo fillers, and other tractor operated farm machinery.

"We feel that the usefulness of a tractor is determined to a large extent by the ability of its operator," said a Case official in announcing the service schools. "We have arranged a four-day course of intensive instruction at our branch houses and at dealers, upon application, to enable the users of our tractors and other farm machinery to use their machines according to methods which have proved to be most effective from both mechanical and agricultural standpoints.

"Our course will include thorough instruction in tractor operation and up-keep with a detailed study of tractor motors which will include fuels, carburetion, cooling, ignition and repairs. We will also give instruction in the various kinds of belt work which tractors can do and the implements with which they can be operated.

"At our service schools new and old tractors will be taken apart, adjusted and reassembled. Every known service operation will be explained in detail. This practical instruction will be supplemented by lectures, charts, blackboard work, and lantern slides. All of the instruction will be in charge of experts who have had wide experience in dealing with problems of power farming, and who have been especially trained to help others in solving those problems."

Minneapolis Tractor Show

The eighth annual automobile and tractor show of the Minneapolis Automobile Trade Association will be held from January 31 to February 7, in the Overland building, corner of University Avenue and Eustis Street, St. Paul. The show will be held under the auspices of the St. Paul and Minneapolis Automobile Trade Associations, and promises to be the biggest thing ever presented in the line.

The building has five large floors, which are to be devoted to the show. The lower two floors will be devoted to the tractor displays. Automobiles will occupy the second floor, the industrial display the third floor and trucks the fourth floor. The National Accessories Association has endorsed the show and will make a large display. The tractor firms represented in the Twin Cities have made application for more than half of the available space, and manufacturers not locally represented will find it necessary to make applications promptly in order to secure any space for displays.

Twine Concern Building at Lake-Head

A warehouse capable of storing approximately fifteen million pounds of binder twine and rope is at present under erection by the Plymouth Cordage Co., at Fort William. This company, whose Canadian factory is located at Welland, are immense producers of binder twine for use throughout Canada, and the location of their warehouse at the head of the Great Lakes is presumably to facilitate the distribution of their product to the farmers of Western Canada. The building is of reinforced concrete construction, 200 feet long, 100 feet wide and five storeys high. It will be electrically equipped throughout with all the most up-to-date apparatus to be installed that will permit of the most efficient handling of the traffic.

Fisher-Wilkie Making "Acme" Engines

The entire plant and stock of the Acme Engine Co., of Lansing, Mich., has been purchased and moved to Canada. "Acme" engines are now being manufactured in Sandwich, Ont., by Fisher-Wilkie, Ltd. The "Acme" line comprises engines varying in horse power from 1¾ H.P. to 15 H.P., and the company state that they have just completed building several thousand square feet of factory addition, which is equipped with the most modern type of quantity production machinery. A new foundry is also an addition to the Fisher-Wilkie plant. Interested dealers can obtain full particulars regarding the "Acme" line by addressing the Fisher-Wilkie Co., mentioning this publication.

We Manufacture:

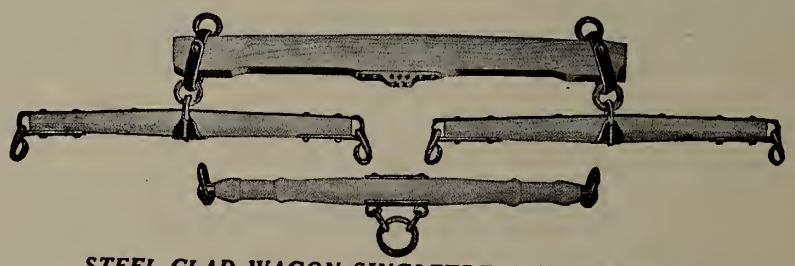
Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets, 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 4 and 5-Horse Gang, Sulky and Disc Plow Eveners; 5 and 6-Horse Tandem Eveners.

WAGON HARDWARE

Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

Gregg Goods are Absolutely Guaranteed Against Defective Materials and Workmanship

GREGG WOODS



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

Did your 1919 volume in Wagon and Implement Woods satisfy you? Or were you selling a slow-moving line that did not satisfy the customers? There's money in wood goods—quick, clean profits—when you handle the GREGG lines. Our goods are made up to a standard, not down to a price. They are leaders in value, materials, quality, endurance and finish. It will pay you in satisfaction, prestige, profits and repeat orders to hitch your business to GREGG GOODS during 1920.

COMBINED TWO AND THREE-HORSE EQUALIZERS

When better Wood Goods are made, they will come from the GREGG Factories. The farmer wants dependable hitches for every use, specially the tractor owner. Paint and varnish cover no imperfections in GREGG stock. Every item guaranteed following a stringent series of inspection tests in our plant. We have one of the largest stocks of hardwoods in Canada. When you want GREGG GOODS you can get them; when you sell GREGG you get compliments—not complaints. Always specify GREGG.

GREGG MANUFACTURING CO., LTD.

Winnipeg, Manitoba

FIVE HORSE GANG PLOW EVENERS

Quick Sellers

Crated Sets of steel-clad wagon singletrees, eveners and neckyokes, including: 6 eveners, 2x4 or 4½x48; 6 neckyokes, 2¾x42 or 3x48; 12 full strap singletrees, 2¾ or 2⅝x36 inches. Attractively painted, striped and varnished. Weight: 240 lbs.

Remember--"If it Comes from Gregg it Must be Good"

WHEN YOU ORDER

ASK YOUR JOBBER FOR

Gregg Wagon and Implement Woods

Deere Will Handle Goodison Threshers

F. W. Gigax, sales manager of the John Goodison Thresher Co., Ltd., Sarnia, Ont., informs Canadian Farm Implements that the Goodison Company have made a contract with the John Deere Plow Co. for the sale and distribution of Goodison threshers and repairs during 1920. The Goodison line will be sold through the John Deere branch houses at Winnipeg, Regina, Calgary, Saskatoon, Edmonton, Lethbridge. Sample machines are now on hand at the John Deere branches and Goodison products will now be part of the regular Deere line. Repair stocks will be carried at all the branches, says Mr. Gigax.

Goodison threshers are manufactured in the following sizes. 20 x 38, 22 x 38, 24, 42, and 28 x 42. In connection with their cylinder the Goodison Company emphasizes the following features:

"It is put together to stay, with ample cast-iron heads keyed to the cylinder shaft. Three heads on smaller machines and four heads on larger machines are used. The twelve bars which contain the cylinder teeth are securely bolted in place, and then further secured by steel bands, which are shrunk on to the cylinder, balanced by actual running test.

"The cylinder teeth, formed from wear-resisting steel, are held firmly in place by nuts running on special deep threading on the shanks of the teeth. The danger of loose teeth is eliminated further by a lock washer under each nut."

Gray-Campbell Held Annual Meeting

The Gray-Campbell Co., Ltd., held their annual meeting in Moose Jaw recently. All the officers and shareholders were present, including Robert Gray, Chatham, Ont., president, and J. P. Byers, secretary-treasurer. The company plans to increase the output of the Gray-Dort factories next year to two and one-half times the output of last year. Moose Jaw is the western head office of the Gray-Campbell Company.

Changes in Aultman-Taylor Organization

E. G. Lohman, general sales-manager of the Aultman-Taylor Machinery Co., Mansfield, O., for two years, has tendered his resignation in that position, to accept the managership of the mountain states district in the U.S.A., with headquarters at Great Falls, Mont.

A. F. Schlosser, assistant general sales manager, succeeds Mr. Lohman as general sales manager, while M. E. Miller, advertising manager, has been made assistant general sales manager, and still retains charge of publicity.

Sheet Metal Concern Build Regina Branch

At a cost of about $12,000 the Winnipeg Ceiling and Roofing Co., Winnipeg, have decided to build a new warehouse at Regina. For the present a frame structure will be erected 50 feet by 95 feet, covered with corrugated iron, but it is the intention in the spring to erect a two-storey brick warehouse 100 feet square adjoining the initial structure. The company intends carrying a complete stock of their line at the Regina warehouse, which has for a number of years been in charge of Mr. Fairburn. Better facilities for catering to the needs of dealers in Saskatchewan will thus be afforded by the extension of their warehousing accommodation at Regina.

Fairbanks-Morse Adding to Factory

Fairbanks-Morse & Co. are planning to build a $1,500,000 foundry next year in Beloit, Wis. The foundry will be one of the largest in the world and will be modern in every detail. It will be 900 x 550 feet, will contain 495,000 square feet of floor space, and will cover eleven acres of ground. It will be located directly north of the present power house.

The completed structure will have a capacity of 350 to 400 tons of gray iron daily. It will employ about 1,500 men and require the addition of 1,500 to other departments.

The National Tractor Show

The fifth annual National Tractor Show will be held at Kansas City, February 16 to 21. The change in the dates will enable exhibitors at the Minneapolis show to get their exhibits to Kansas City and installed by the time the show is opened. It will also help those companies that plan to exhibit at the Midwest Thresher and Tractor Show at Wichita, February 9 to 14, and also at the National Tractor Show.

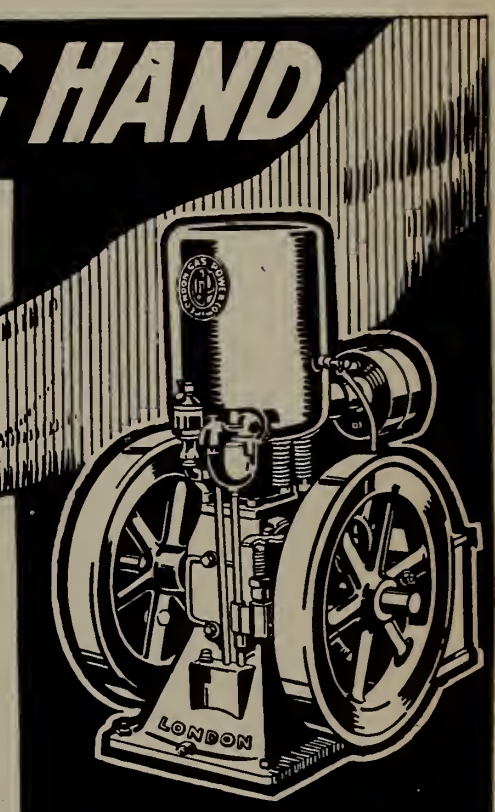
A MIGHTY HELPING HAND

Guaranteed? You Bet!

Any part found defective during the life of the engine is replaced by us, free, but we don't have to make good on that Guarantee very often.

Dealers! You want to handle an engine you can tack your personal guarantee onto.

Go as far as you like in recommending the



LONDON ENGINE

She's a smooth-running, regular performer—lots of power and no fuss or trouble. VERTICAL TYPE, same as high-grade auto engines.

No trouble from dirt in cylinder –no tank– no fan—no leaky joints—no freezing in zero cold. Gasoline is contained in the base, which means safety and lower insurance premiums.

This engine will win you FRIENDS. It's the "RIGHT Arm of Power"---a grand piece of work you'll admit when you see it.

WE ARE ADVERTISING THE "LONDON" ENGINE FROM COAST TO COAST

WRITE FOR TERMS AND TERRITORY:

London Gas Power Co., Ltd.

32 YORK STREET - - LONDON, CANADA

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

H. D., Man.—You can procure repairs for the 2¼ h.p. air-cooled "Waterloo Boy" engine from the John Deere Plow Co., Winnipeg, who handle this line.

J. M. M., Sask.—There are no manufacturing concerns in Canadian territory who produce implement accessories such as malleables, knives, guards, etc. D. Ackland & Son, Winnipeg, and the Western Specialty Co., Regina, handle such lines. Following are the leading firms in the United States who specialize in the manufacture of this class of goods: Henry & Allen, Inc., Auburn, N.Y.; The R. Herschel Mfg. Co., Peoria, Illinois; The Whitaker Mfg. Co., Chicago; Whitman & Barnes Mfg. Co., Akron, Ohio; Walter A. Woods Mowing & Reaping Machine Co., Hoosick Flals, N.Y. (a) Your enquiry for a grader to level brush land has been forwarded to the Dominion Equipment & Supply Co., Winnipeg.

H. A., Man.—The "Champion" line of harvesting machinery is now owned by the B. F. Avery Co., Louisville, Ky. A stock of repairs for "Champion" binders is handled by the Lindsay Bros. Co., Minneapolis, which concern can supply the necessary parts for the binder.

J. C., Man.—A brush cutting machine for handling heavy growth is manufactured by A. Eagle, Dauphin. This machine is adapted for both horse and tractor haulage.

E. S. B., Alta.—The only point from which you can get repairs for the "Good Cheer" range is by addressing the James Stewart Mfg. Co., Woodstock, Ont. They have recently forwarded repairs for this range to Richard McNaughton, so we assume you are supplied.

R. Hardware Co., Sask. — We cannot give the exact dimensions of piston rings required for an old type Diamond 6 h.p. engine, as manufactured by the Diamond Engine Works, Minneapolis. Write the makers direct, giving the size of engine and serial number.

B. Bros., Man.—Regarding circular saw rig and mandrel for operation by a 9 h.p. engine, we assume this is for ripping. The John Watson Mfg. Co., Winnipeg, have such a mandrel if for cross-cut work. If for ripping, address the Waterous Engine Works, Higgins Ave., Winnipeg.

W. C. R., Alta.—Upper halves of boxing for old style disc harrow, numbered L173 and L175, is, we believe, for a Kingman disc. You can get necessary parts from Martin & Kennedy, Kansas City, Mo.

S. L. M., Man.—Burrs numbered VB11 and VB12 are for an old type Buckeye feed mill made by the Buckeye Feed Mill Co. You can get new burrs by addressing the Bauer Bros. Co., Springfield, Ohio.

L. R., Man.—The No. 12 Star windmill is made by the Flint & Walling Co., Kendallville, Ind. You can get a new pitman direct from factory or from H. Cater, Brandon.

C. E., Alta.—Part X113 is a cap, and part SB273 the boxing for wheel of forecarriage of a Deere & Mansur disc harrow. The Calgary branch of the John Deere Plow Co. should be able to secure necessary parts for you.

R. McA., Sask.—The "Columbian" plow is made by the Oliver Plow Works, South Bend, Ind. You can get the necessary parts by addressing the Canadian Oliver Chilled Plow Works at Regina.

T. S. W., Man.—The No. 14 Giant Killer sweep mill is no longer being manufactured. You may be able to get the necessary rings by writing the Swift Mfg. Co., Waterloo, Iowa.

E. & Co., Sask.—Repairs for the 8 h.p. Flour City engine are not carried in Western Canada. Address the manufacturers, the Kinnard Manufacturing Co., Minneapolis.

A. H., Man.—Root cutters and pulps are handled by the Massey-Harris Company, Winnipeg, and the John Watson Mfg. Co., Winnipeg.

D. D., Sask.—The feeder part numbered 84F is for a Garden City Feeder. For new part address the Garden City Feeder Co., Regina.

J. C., Sask.—The "Capital" wagon is manufactured by the Belknap Wagon Co., Grand Rapids, Mich. For skein address the factory direct.

McB. & R, Sask.—Master gear, 86 teeth, No. 7000, and bevel gear No. 7102 is for a triangular frame horse-power made by the Hart Grain Weigher Co., Peoria, Ill. Write factory direct for repair parts.

F. M. B., Alta.—Cultivator part No. C1118 is for a cultivator manufactured by the Emerson-Brantingham Implement Co., Inc., Rockford; Ill. Repairs can be had through the Regina branch of the company.

G. H., Alta.—The Hancock disc plow is not handled in Western Canada. For parts required address the factory, The Hapgood Plow Co., Alton, Ill.

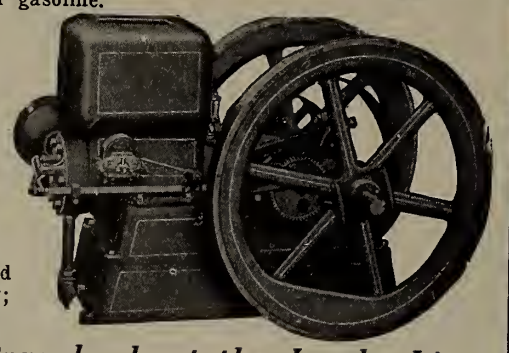
W. & F., Sask.—Box spool for disc harrow, No. 42, and standard, No. 136, is for a harrow made by the Ohio Cultivator Co., Bellevue, Ohio. Write factory direct for parts.

JUMBO GASOLINE ENGINES

In Sizes: 1¾, 2½ 4½ and 6 H.P.

Solve the Help Problem for Farmers

Develop more power on less fuel than any engines sold at the same price. On skids, strong iron sub-base or trucks. Make-and-break ignition; battery or magneto. At small additional cost 2½, 4½ and 6 h.p. sizes can be equipped with throttling governor for burning kerosene or gasoline.



LITTLE JUMBO FEED MILLS

All steel construction; grind from 10 to 30 bushels per hour; 6-inch burrs; weight 90 lbs.

Ask the Nearest Branch about the Jumbo Line

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.

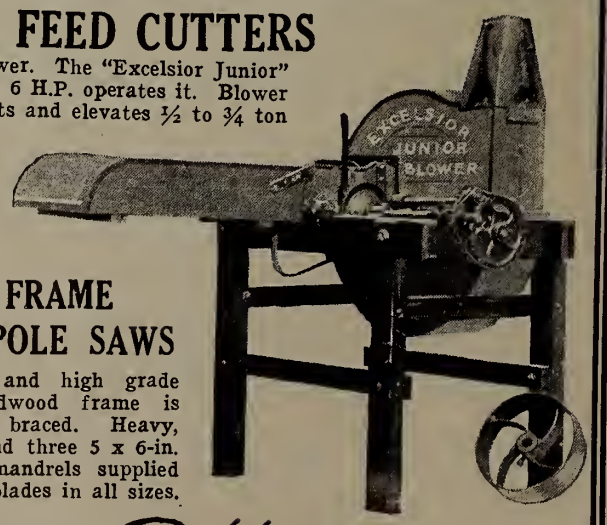
WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG REGINA SASKATOON CALGARY

"EXCELSIOR JUNIOR" BLOWER FEED CUTTERS

We sell seven styles of feed cutters, for hand, horse or engine power. The "Excelsior Junior" is an ideal machine for the man with 5 to 15 head of stock. 4 to 6 H.P. operates it. Blower carries feed to any part of barn or elevates it up to 20 feet. Cuts and elevates ½ to ¾ ton of feed per hour. Cuts three lengths, ½ to 1¼ inch. One lever starts, stops and reverses; 9-inch throat; blower connection fits 6-inch stove pipe. Pulley 12 x 4 inches. Feed table turns out of way. Get our prices.



WATSON'S HARDWOOD FRAME WOOD and POLE SAWS

Have solid steel shafts and high grade babbitted bearings. Hardwood frame is strongly built and rigidly braced. Heavy, solid, balanced fly-wheel and three 5 x 6-in. pulleys. Complete saw mandrels supplied separately if desired, also blades in all sizes.

SEASONABLE WATSON LINES

Feed Cutters (7 styles), Root Pulpers, Roller Crushers, Grain Grinders, Wood and Pole Saws, Whiffletrees, Farm and Bush Sleighs, Horse Powers, Wheel Barrows, Viking Cream Separators, Hand and Power Washing Machines.

John Watson Mfg. Co. LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

Selling Arrangements for Briscoe Cars

A. H. Laidman, manager of the Canadian Briscoe Motor Car Company, Brockville, Ont., during December visited F. N. McDonald, manager of the Western Canadian headquarters of the company, which are located at 156 Princess St., Winnipeg. Mr. Laidman concluded arrangements with McDonald & McKinnon, at the above address, whereby that company will, in the future, have the selling rights in the Province of Manitoba for the entire Briscoe line. Mr. McDonald, former Western manager of the Canadian Briscoe organization, is one of the partners in this new distributing concern. This step was taken because Mr. Laidman felt that better service than in the past was necessary for the owners of Briscoe cars and dealers handling same.

Mr. McDonald informs us that the same staff as formerly will take care of the Briscoe business, while the Canadian Briscoe Motor Car Company will install a thoroughly efficient service and repair department with a corps of experts. The new arrangements assure Briscoe owners and Briscoe dealers in Manitoba prompt supply of all parts and the best service in connection with the Briscoe line. McDonald & McKinnon anticipate an exceptionally heavy demand this spring for Briscoe cars, which are produced in three models.

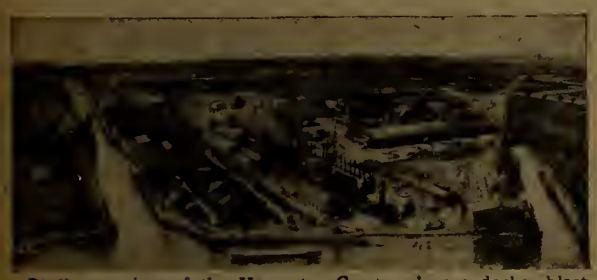
Pontius Goes to Europe

No small credit for the rapidly increasing demand for the Cletrac Tank-Type Tractor and the popularity of this sturdy tractor with its users is due to the splendidly organized Cletrac Service Department which has been built up by George W. Pontius, Jr., Service Manager for The Cleveland Tractor Company. Having built up such an efficient tractor service organization in the domestic field, Mr. Pontius is now on a trip to England and the Continent for the purpose of building up an equally efficient foreign service.

A Story of Progressive Industrial Service—and its close relation to the Farmers of Canada

One of the Harvester Company's large, open pit mines.

The Harvester Company has its own coal mines and coking ovens.



Bird's-eye view of the Harvester Company's ore docks, blast furnaces and steel mills.

Large sawmill which has a capacity of fifteen million feet of lumber a year used in International machines.

Hamilton, Ont., Works of the International Harvester Company —largest and most modern farm machine factory in the Dominion. Machines go from here to every province in Canada.

International Plow Works at Hamilton, Ont. This immense plant devoted to building high-grade plows. Largest output by far of any plow factory in the Dominion.

International Service Begins with the Raw Material

THE great iron ore mines, coke-coal mines and timber lands, owned and operated by the International Harvester Company, which supply the raw material used in construction of I. H. C. farm machines and implements, form the solid foundation upon which International service is built.

Without an assured supply of raw material, "service" is nothing more than a meaningless word—empty talk. For service, like a chain, is "no stronger than its weakest link." Raw material purchased from outside sources is a weak link because the supply to the manufacturer is not absolutely assured as the producing company has many clients to look after. In case of curtailed production of raw material the manufacturer who does not control his source of supply is going to suffer. The International Harvester Company controls the majority of its raw material supply used in building machinery for the farmers of Canada. Its service begins here——

And Harvester Service Never Ends!

INTERNATIONAL service and quality continue all the way through the process of original ore and timber production and reduction to workable raw material—continues through transportation to the Company's steel mills and factories, being shipped by the boats owned or leased by the Harvester Company. It continues through the process of manufacture from the time the raw material is dumped into the factory warehouse until the finished products are loaded into cars for shipment to the farmers of Canada.

The raw material is inspected and tested before it is accepted for manufacture, and is inspected and re-inspected all through the process of manufacture. The finished machines also are inspected, tested, and re-inspected so that the farmer will be assured of good service from the I. H. C. machines he buys and be protected against defective material or workmanship.

Later when the finished machines are loaded into the cars, International service and quality are loaded into the cars with them. The agent, when he sells a farmer any of the Full Line of International Harvester machines, sells service along with that machine.

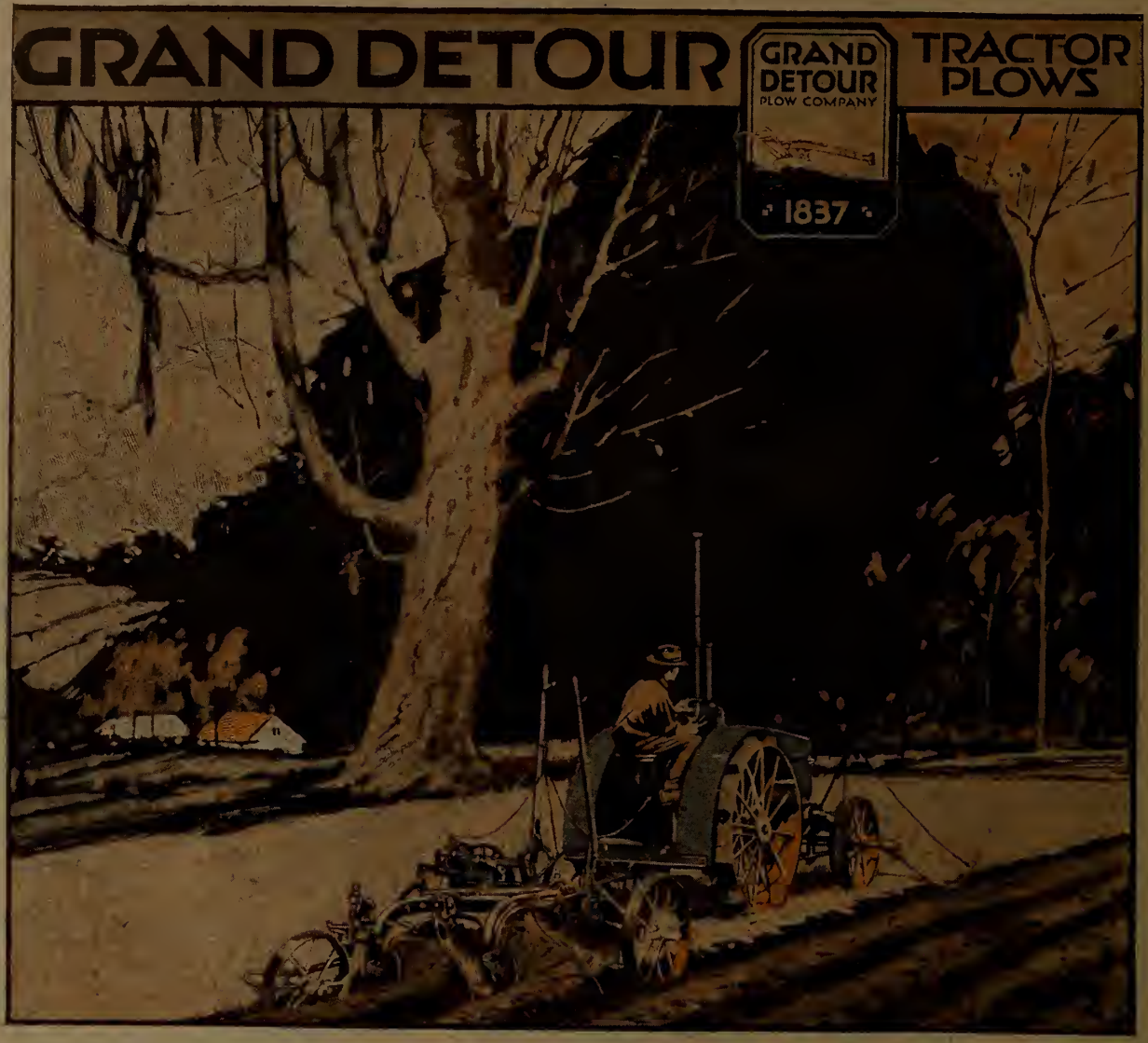
The farmer knows when he buys a machine bearing the I. H. C. trade-mark that he can get repairs and expert service for that machine whenever needed. The International Harvester Company of Canada, Limited, has sixteen large branch houses conveniently located in the best agricultural sections of Canada, which supply over 3,500 local agents with repair parts, twine and emergency shipments of machines and implements when the farmer wants something in a hurry.

These facts are full of meaning and opportunity for any International agent and for any man who will sell International machines in the future. Write the nearest branch for any desired information.

International Harvester Company of Canada Ltd.

WESTERN BRANCHES—Brandon, Winnipeg, Man., Calgary, Edmonton, Lethbridge, Alta., Estevan, N Battleford, Regina, Saskatoon, Yorkton, Sask.

EASTERN BRANCHES—Hamilton, London, Ottawa, Ont., Montreal, Quebec, Que., St. John, N.B.



GRANDFATHER *to* GRANDSON

For 82 years Grand Detour Plows have turned the finest furrows in every soil from Canada to Mexico. Grandfather, father and son have often clung to a single plow, just as generation after generation in our shops has handed down the rare instinct of a master plow mechanic. For Grand Detour Plows have always had something besides the best material known—they show that fine fitness to the soil which the shaper and finisher can give only after years of experience have developed actual instinct.

Our tractor plows are made under an eighty-year rule—to make each year only so many plows as we can build as well as we know how. Next season—every season—sees some splendid new features, exclusive with "Grand Detours" and guaranteeing the Grand Detour dealer the same leadership he has always had in his community. This is the last advertisement over our old signature. We repeat its message with the assurance that the policies which have given us success will always live.

GRAND DETOUR PLOW COMPANY, DIXON, ILLINOIS

Established 1837

Important Notice: The business of the Grand Detour Plow Co. is now owned by the J. I. Case Threshing Machine Co. It will, however, be operated by the same management and employes as before. Case branches all over the world will extend Grand Detour stock and repair service on a larger and more perfect scale than ever, building further the good-will which passes to the new owners.

The world's first steel plow, and today's best, are Grand Detours.

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 2 WINNIPEG, CANADA, FEBRUARY, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

Western Canada

IMMEASURABLY broadening our banking service to agricultural interests, we have established 270 of our 390 branches in Western Canada. We aim to extend the fullest possible banking service to the Prairie Provinces.

Our managers will be glad to discuss farm financing problems with their farmer customers.

ASSETS EXCEED $174,000,000

UNION BANK OF CANADA

HEAD OFFICE :: WINNIPEG

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corpn., London, Eng.
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These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design. Have exclusive features. Easy sellers. Sizes: 78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet; 174 Tooth, 30 feet; 222 Tooth, 38 feet.

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Moline Plows (Best Ever, Good Enough, Etc.) Moline Disk Harrows (Economy)

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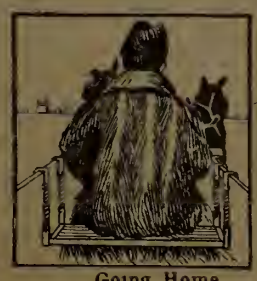

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Record has well borne out the founders' original claim that a Western Company, with its funds invested in profitable Western securities, could do remarkably well for Policyholders.

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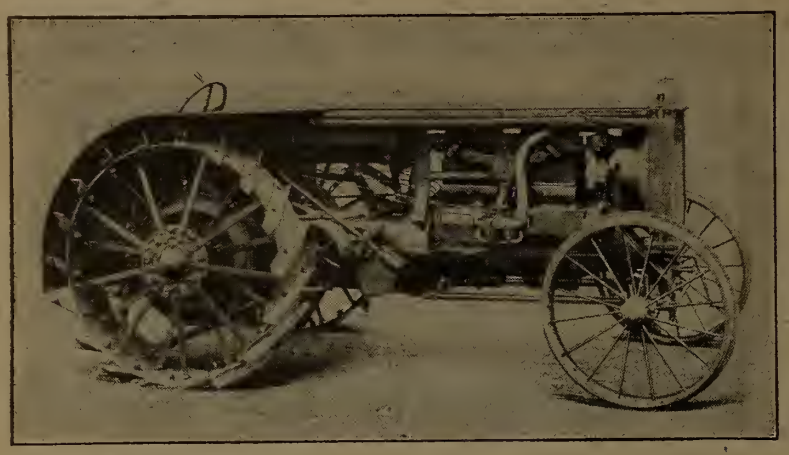
Tractors are in Canada



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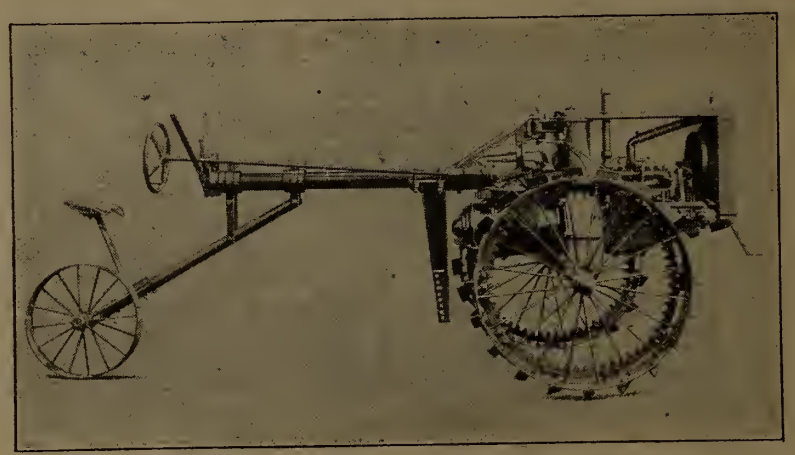
The 18-30 Tractor

Burns kerosene at all loads economically. Develops 18 horse power on the draw bar and 30 on the belt with plenty of reserve. Our own tractor from radiator to draw bar. All moving parts enclosed. Officially proven a leader in the tractor field. Weight 6150 lbs.



Investigate the many features of the Allis-Chalmers Line. Extraordinary sales proposition will interest *you.* Some very desirable territory still open. Act Quick! Remember prices same as in the United States.

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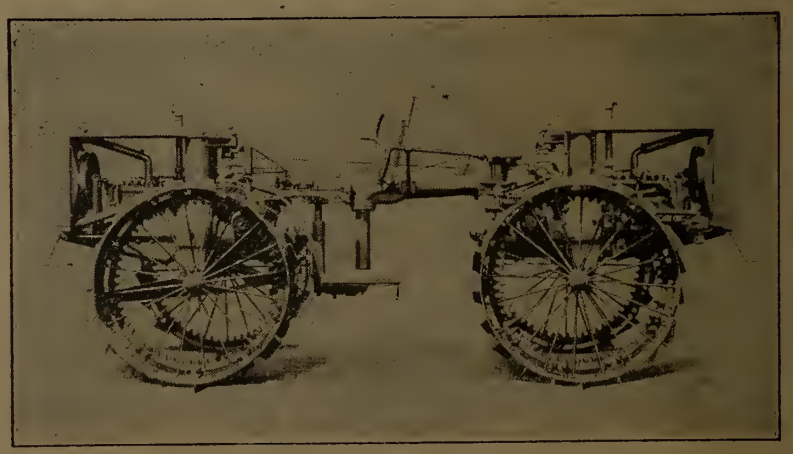
The 6-12 General Purpose Tractor readily attached to any farm implement of any make requiring four horses or less. Specially adapted to plowing, discing, seeding, cultivating and for pulling a binder, mower, rake, manure spreader, etc., as a one-man outfit.

12 Belt Horse Power. Price complete with belt pulley, lugs, and truck $795.00, f.o.b. Factory.

The Duplex Hitch

Enables a farmer to have two units for the lighter work and a big 4-wheel drive for plowing. Surprising amount of power. Easily connected or disconnected in twenty minutes.



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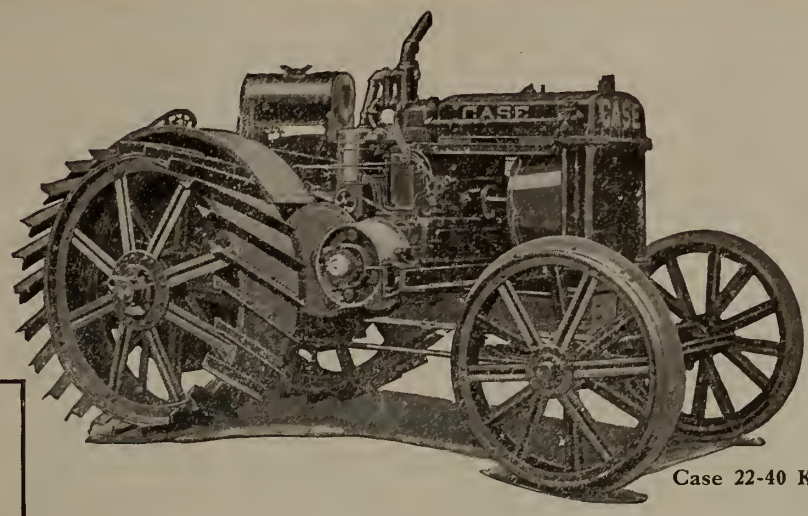
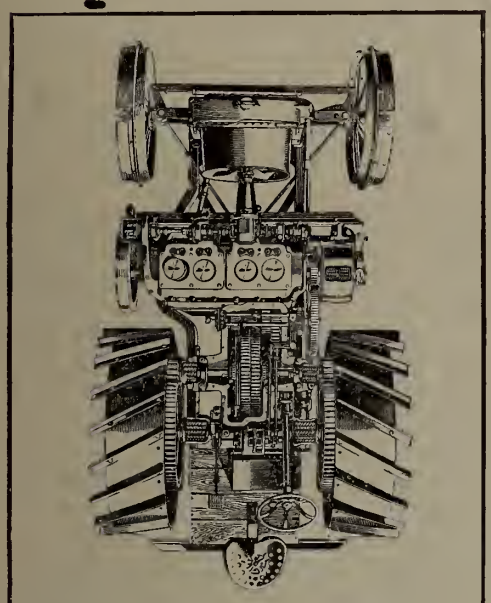


Case 22-40 Kerosene Tractor

Below:
Aeroplane View
Case 22-40 Kerosene Tractor



Case 15-27 Kerosene Tractor

Case 10-18 Kerosene Tractor

Here's the New Big Brother of all CASE Tractors

Conservatively rated at 22-40 h. p., with a substantial margin of excess power in reserve; a characteristic of all CASE tractors. Standardized in design along the same lines as the familiar Case 15-27 and 10-18 Kerosene Tractors, with such modifications as are necessitated by its greater dimensions and power.

The new 22-40, with all the simplicity of operation and adjustment of the smaller sizes, is offered as the ideal tractor for heavy duty, where the utmost dependability is equally essential with power.

Will drive a Case 32x54 Thresher, with windstacker, feeder and grain handler; will handle a No. 20 Case Ensilage Cutter with 40 feet of blower pipe attached; will pull four 14 in. plows in hard ground, or five plows under favorable conditions; will pull a battery of grain drills, or a pair of 8 ft. road graders, or other loads requiring similar power.

See the CASE Line of Tractors at the
National Tractor Show
Kansas City, Mo., February 16 to 21, 1920

We invite all dealers to look over the big line at the big show. We want you to see the other lines too, and compare them with the Case.

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KEROSENE TRACTORS

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

J. I. CASE THRESHING MACHINE COMPANY, Inc.
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Making Superior Farm Machinery Since 1842

NOTE:
We want the public to understand that our plows and harrows are NOT the Case plows and harrows made by the J. I. Case Plow Works Co.

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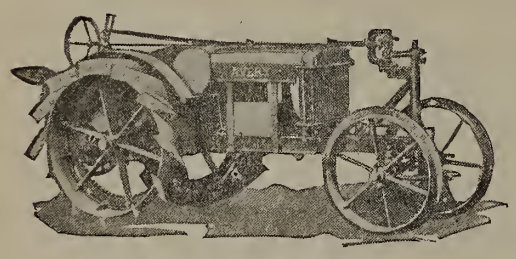
—Tractors for every size farm and every kind of work;

—Self-operated, tractor-drawn tools for preparing the seed bed, planting and cultivating every farm crop, and

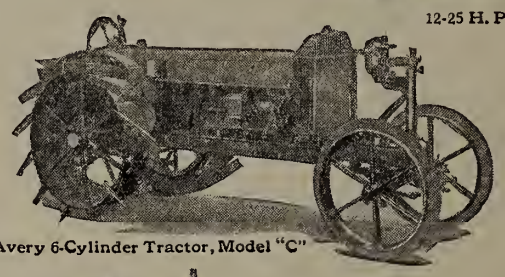
—Roller-bearing, light-running threshers and silo fillers.

8-16 H. P. Avery Tractor

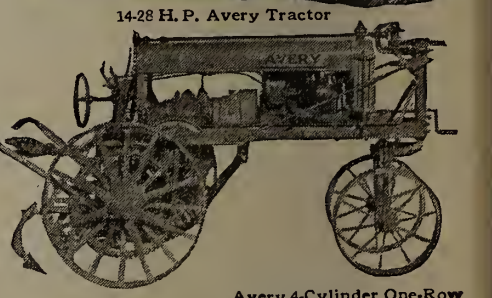


Avery 5-10 H. P. Tractor, Model "B"

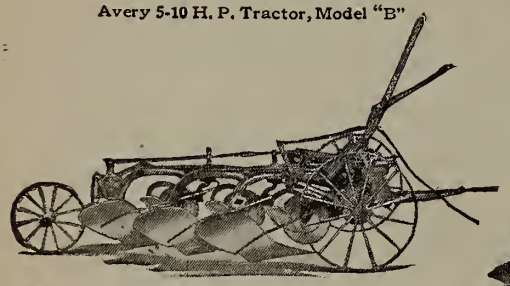
12-25 H. P. Avery Tractor



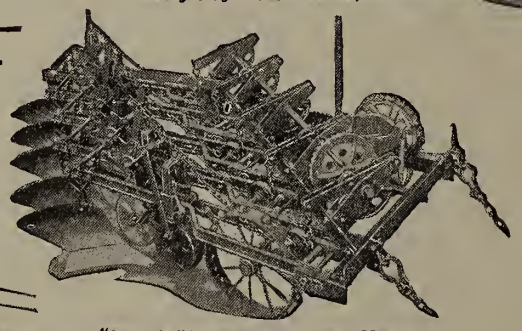
Avery 6-Cylinder Tractor, Model "C"



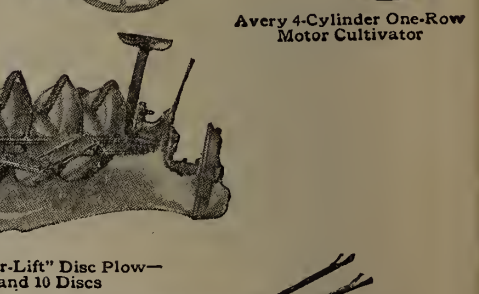
14-28 H. P. Avery Tractor



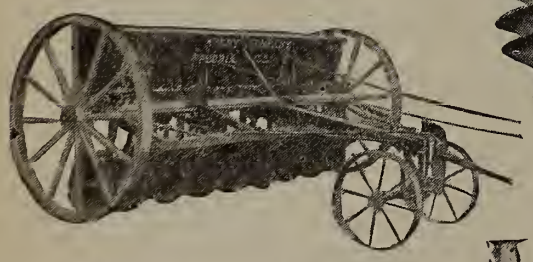
"Power-Lift" Rigid Beam Light Tractor Plow—
2, 3, 4 and 5 Bottoms



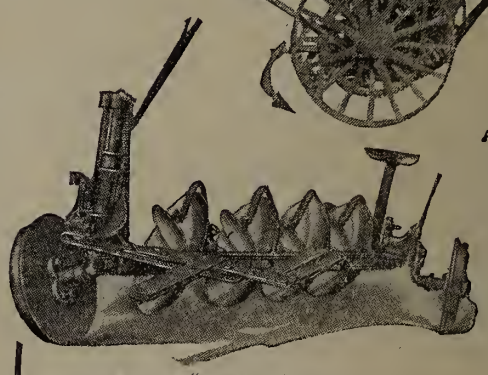
"Self-Lift" Independent Beam Heavy
Tractor Plow—3,4, 5,6 and 8 Bottoms



Avery 4-Cylinder One-Row
Motor Cultivator

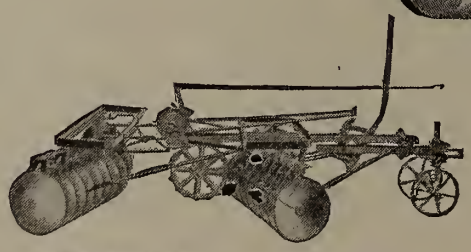


Avery "Power-Lift" Tractor Grain Drill
—8 and 10 foot widths

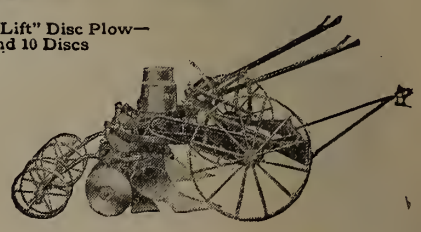


Sanders "Power-Lift" Disc Plow—
2, 3, 4, 5, 6, 8 and 10 Discs

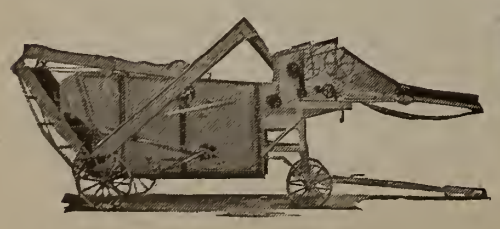
Avery Silo Filler



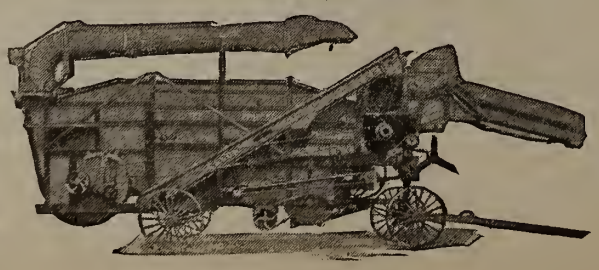
Avery "Self-Adjusting" Tractor Disc Harrow
—8 and 10 foot widths



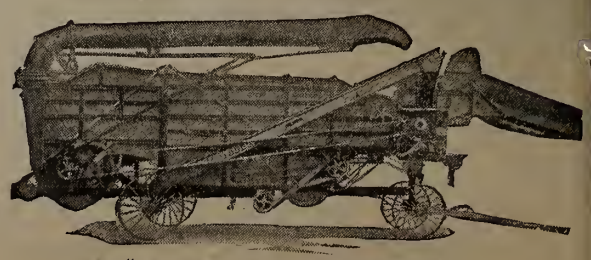
Avery Two-Row "Power-Lift" Lister



Avery Lightweight Individual Thresher
—22 x 32 in.



Avery "Yellow-Kid" Thresher for Individual
and Small Runs, 20 x 30 and 24 x 36 in.
Roller Bearing Equipped



Avery "Yellow-Fellow" Thresher. for Farmer-
Company and Custom Work, 28 x 46, 32 x 54
and 36 x 60 in. Roller Bearing Equipped

plete Avery Line for 1920
In the New Avery Catalog

YOU as a dealer will appreciate a catalog such as this. It shows your customer exactly how he can motorize his farm work and make more money by doing so. It describes and illustrates everything he may want in power machinery. Whether he has a large or a small farm, and no matter what kind of crops he raises, you can make him a well satisfied customer with the Avery Line.

This new catalog—the finest book of its kind we have ever published—should be in your hands if you want to know all about the biggest opportunity ever offered you for motor farming machinery business in 1920. We shall be glad to mail you a copy upon request.

18-36 H. P. Avery Tractor

"I Consider This the Greatest Line Ever Offered Any Dealer"

—is the way one dealer tells of his opportunity with the Avery Line.

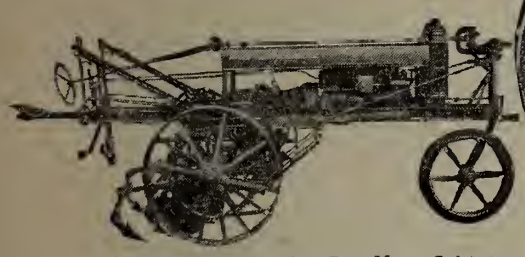
"Your complete line of tractors, Champion grain-saving threshers, and tillage tools; your heavy duty "Draft-Horse" motor; your minimum use of gears in traction and belt work; your quickly renewable inner cylinder walls; the ease of replacing worn parts and the prompt and permanent service you give are the reasons why we believe the Avery Line means more money to us in our territory.

Avery Means Money to YOU, Too

The Avery Line for 1920 includes a complete line of tractors—a size tractor for every size farm. It also includes a new six-cylinder small tractor, one and two row motor cultivators, a new "Self-Adjusting" tractor disc harrow, "Power-Lift" tractor grain drills, two-row "Power-Lift" listers. Also a complete line of light and heavy "Powerlift" moldboard and disc plows for any size tractor, and a complete line of roller bearing threshers and a roller bearing silo filler.

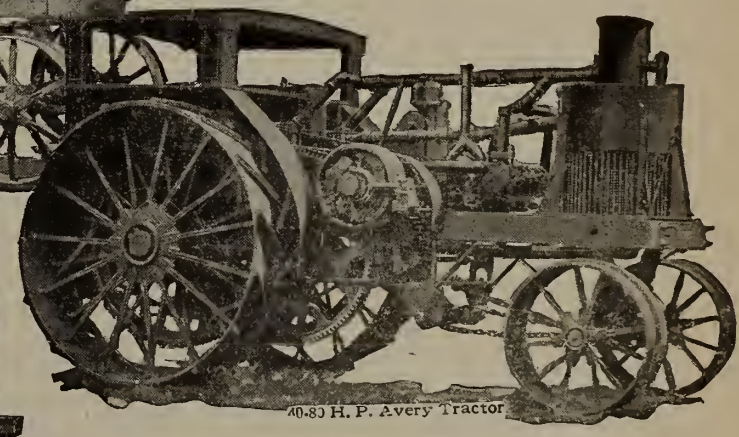
The Avery Line gives you not only the right size tractor and the right kind of a machine for your customer's requirements, but it also gives you such a wide variety of machines that you have something to sell the whole year around. It means every month a money month—and every prospect YOUR prospect.

The Avery dealer, with his complete standardized line of Avery tractors, tractor drawn tools and tractor driven machinery, has an unusual advantage over dealers carrying different or incomplete lines of power farming machinery. With the Avery Line you can be "THE COMPLETE LINE" dealer in your town—with the easiest and most direct route to a successful motor farming machinery business.

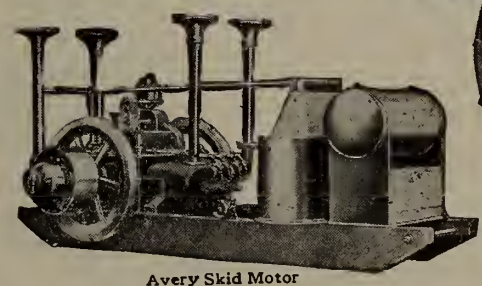


Avery Six-Cylinder Two-Row Motor Cultivator

25-50 H. P. Avery Tractor



40-80 H. P. Avery Tractor



Avery Skid Motor

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- ☐ Lister
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- ☐ Portable or Skid Motor
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- ☐ Tractor Grain Drill
- ☐ Grain Thresher
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You are building a big strong future for your . . business when you handle

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The wise dealer appreciates the fact that this is no time to be experimenting. He wants a line that he knows will "stand up" to the conditions in his territory and one that enjoys the confidence of his farmer friends.

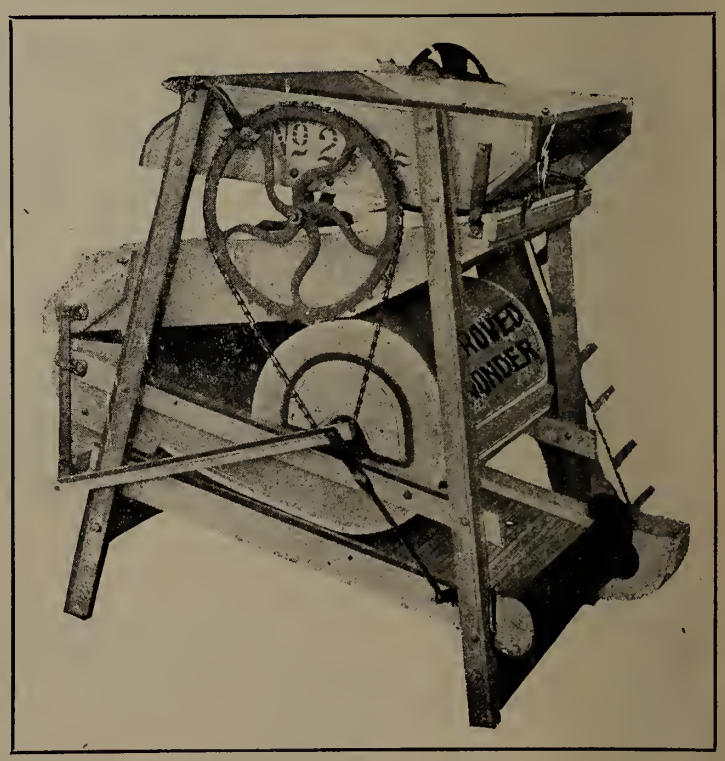
A Cockshutt Contract gives you a *complete* line, manufactured in Canada, in one of the largest and best equipped factories, and backed by many years of successful advertising and service to Canadian farmers.

It's *the* line that it pays to push.

Let us send you our new dealer proposition to-day

Cockshutt Improved Wonder FANNING MILLS

Separate oats or wild oats from wheat or barley, PERFECTLY and more than that grade and clean wheat, oats, barley or flax, taking out all chaff, dust, noxious seeds, etc. There are no blanks on the sieves. Every portion of every sieve is working at all times, giving greater separating capacity for the size of the mill.



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The IMPROVED WONDER will give your customers the most in service and satisfaction and create a demand by its good work.

Order a sample now. Put it through the hardest tests. Every demonstration will make friends.

COCKSHUTT PLOW COMPANY, LTD.

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CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 2 WINNIPEG, CANADA, FEBRUARY, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

Amendments Essential in Farm Machinery Legislation

By A. A. THOMSON

During 1919 it was particularly noticeable in court records that tractor concerns in Western Canada were being sued for damages by farmers who had purchased tractors from them. The grounds for suit usually were that the tractor sold did not perform according to warranty, and that because of this the farmer plaintiff suffered financial loss. In cases, very considerable sums were awarded farmers by the courts, and agriculturists were not slow at following up the success of other farmers in instituting such suits.

Apart from actual court cases, it is alleged, in the legal world, that a great many cases of similar nature were settled out of court, the tractor concerns, in the majority of cases, having to take back the machine and also pay damages as claimed by the purchaser. In fact, in some cases plaintiff was awarded the machine and also damages.

Changes Are Required

We have written at various times regarding the lack of uniformity in our farm machinery legislation in Western Canada, and the only solution in at least two of our western provinces would seem to be that the firms handling tractors co-operate at once and demand certain specific changes in the existing farm machinery acts.

Under the Manitoba Act, the warranty conditions are fairly reasonable. They specify no impossible terms, as regards the number of plows to be pulled, or size of separator that the tractor must drive. Only the draw-bar and belt horse power have to be specified—facts which can easily be proven. The time limit for making the machine live up to warranty is also definite, and is reasonable in duration. In fact, the Manitoba Act is the best of the three in force.

Manitoba Contract Form

According to section 1 of the Manitoba Farm Implement Act, the following specific time limits briefly explained, are:

If purchaser cannot make the machine perform well the work for which it is intended, in three days' actual trial, he shall within the said three days or within two days after expiration of same—a five day limit—give notice to vendor or his agent by registered mail. Vendor then has eight days within which to make the machine perform its work. If he fails to do so, contract is null and void. If purchaser rejects the machinery, he must notify vendor within those eight days, plus two days of grace—that is, ten days, by registered mail.

In the case of an engine (see section 40 Manitoba Act) the vendor simply warrants engine, if properly operated, to be capable of developing continuously the horse power at which it is rated. The rated capacity of engine, both drawbar and belt, must be filled in.

In the Saskatchewan Act there are many features that require alteration. The prevalence of damage suits prove this fact. Assuming that agriculture is becoming a political power in the land, will conditions in this connection improve? Will it avail tractor companies to silently absorb their losses due to such suits, which eat away profits, or would it not be better that they combine so that a more definite warranty be embodied in the contract forms by demanding a change in the system of rating in same? Can the tractor trade not get upon some practical basis of co-operation with agriculture? These law suits do not benefit the farmer, if fought out from court to court. Why not get the farmer to realize that the existing contract form in selling tractors is impossible, and that tractors can only be sold, if trouble is to be avoided, upon the basis that they are guaranteed to produce so much power—in pounds pull not on the basis of such a vague quantity as plow bottoms. Let's have done with this needless friction between purchaser and vendor.

Saskatchewan Contract Form

In Saskatchewan the purchaser has ten days trial of the machine, and if it does not perform its work, must within ten days plus two days extra, give notice to vendor. The vendor has eight days to make machine work, or if he fails purchaser may reject the machinery. Alternatively, the purchaser may retain machine as it is, and hold vendor liable for the difference between the value of the machine as it is, and the value it would have had if it had fulfilled the warranty as written.

Under this ten days' trial clause there is no statement that the trial must be **continuous.** The time limit, we submit, is unnecessarily long. A farmer may use the tractor nine days, let it lie idle for six months, and then use it one day, making the claim at that date that the machine had been tried out and did not perform its work. Are not three days sufficient in which to prove that the tractor works satisfactorily or otherwise? In Manitoba they are found ample for trial purposes.

Warranties Gone Mad

In the contract form for Saskatchewan (section 4) the vendor warrants the engine to develop continuously its rated horse power—rated capacity—on drawbar and belt being filled in. It is further necessary to state that the engine will furnish ample and continuous power to drive a separator—of which the **size and name** must be filled in, provided separator is in good running order.

As regards plowing: The contract form provides that the vendor warrants that the engine will pull so many plows of a given size in land which is to be described, in breaking, at a depth to be specified; or so many plows of given size in stubble, at a depth to be specified.

In the case of a separator, the vendor must warrant that the separator, with attachments, can be driven continuously to its **full rated capacity,** by an engine of which the horse power must be specified—and upon land which must be described. What connection the condition of land has with the operation of thresher, is possibly a fine legal point beyond the mentality of the ordinary individual.

Specifying the Impossible

From an engineering standpoint, some of these clauses are impossible. Can we say what horse power is required for a separator under different threshing conditions—or determine the difference in power consumption between an old separator with parts worn and out of alignment,

The Factor of Soil Resistance

TO find the average draft of a plow bottom, the cross section of the furrow, in square inches, must be multiplied by the resistance per square inch of soil. But—soil resistance varies. The figures given are the average draft in pounds per square inch of cross section of furrow, in different classes of soil.

Sand, 2-3 Lbs. Sq. Inch	**Heavy Clay, 8 Lbs.**
Wheat Stubble, 3-4 Lbs.	**Virgin Sod, 15 Lbs.**
Light Clay, 6 Lbs.	**Gumbo, 18 Lbs.**
Medium Clay, 7 Lbs.	**Dry-Land Gumbo, 20 Lbs.**

According to these figures, the draft of one 14-inch bottom, at 6 inches deep, may vary from 170 pounds to 1500 pounds. Can Tractor Warranty given in number of Plow Bottoms be accurate?

and a new and stiff separator. The variation in load in threshing is great—but if the vendor, to be safe, specified a machine smaller than he was selling, or than customer owned, he would possibly lose the sale. The farmer is strong on the size separator the tractor will operate.

The clause regarding the number of plows a tractor will haul in breaking or stubble—soil to be described—is impossible. In any one field soil conditions may vary enormously. In one part three bottoms may be pulled with ease to a given depth; in another part two bottoms only can be pulled, possibly not at the same depth as in the case of three bottoms. Can the vendor guarantee what the soil conditions are on every square yard of the purchaser's farm? He cannot—and if he takes purchaser's word for the soil conditions on his farm, the result may be grief. The onus is upon the vendor, be it remembered. In connection with a separator, its capacity as given by the manufacturer, may be so many bushels of a certain grain in a stated time. Can this apply to all threshing conditions and all crops? Does not the variation in weight of crop and condition of straw enter into the question? Is not speed of operation a factor also to be considered? Even a farmer will admit the importance of those factors.

Rating on a Different Basis is the Solution

The fact is that the way rating is called for in the contract forms, is an entirely wrong system. This rating by plow bottoms will continually give rise to trouble. We can decide the belt horse power of a tractor by any of three established engineering formulas, and by a dynamometer test, can give the number of pounds pull, and not a vague quantity such as the number of plow bottoms—a factor that must vary with different soil conditions. Why not sell according to pounds pull at the drawbar? Plow capacity, as a rating system, should be eliminated, and tractor firms should never have quoted machine rating on this basis. We should sell tractor power—as registered by an instrument—not try to determine such a variable quantity as the soil resistance of a plow bottom in varying classes of soil—soft and wet or sun-baked, heavy clay or loose, sandy soil. Yet the Act requires a definite statement as warranty on this basis.

Tractor firms should agitate for a change in this form of warranty. The present method is wrong. Already in Ohio, one tractor distributor will not sell their tractor or guarantee it under any conditions save by the drawbar pull in pounds for rating. This is guaranteed, but the farmer gets no guaranty whatsoever as regards number of bottoms, or any other means which are necessarily controlled by conditions. The same guaranty in Saskatchewan and Alberta, would be an unmixed blessing to the trade—guaranty by pounds pull developed, and by computation of belt power by proven formula or brake test, are the only logical ways to rate tractors, especially in view of the laws under which we have to sell in the Canadian West. Will it pay to drift on, as in the past, under the present form of warranty?

From Bad to Worse

The farm machinery legislation in Alberta is well known as being the most drastic of the three acts in force. The vendor has practically no protection, and the purchaser has remarkable leeway as regards the refusal to accept machinery, because it does not perform according to warranty. The agreement is, in no case, binding where a judge or court decides that the machine does not size up to representation or warranty. Hence some of the law suits that we have seen in that province in connection with the sale of tractor and threshing outfits. It is evident that, in Alberta, no sale is a sale unless the Court decides it to be so, an intolerable condition. Alberta requires a definition of what constitutes vendor and purchaser, and a cast iron warranty system of rating tractors, upon the system that the writer suggests.

The Alberta Act

The Farm Machinery Act (1913) of Alberta, states specifically (section 3) that: "No covenant, proviso, stipulation or condition in any agreement (whether under seal, verbal or written) shall be binding upon the purchaser of farm machinery, provided a court or judge shall decide or declare that such covenant, proviso, stipulation or condition is, under all the facts and circumstances of the case, unreasonable." Under this Act the vendor is absolutely responsible for all representations made by his agent or agents, and any salesman of the dealer is deemed to be an agent.

Here we have a remarkable field for legal quibbling and law suits, because of lack of definite specifications as to what the warranty of the machine should embody. Two of our western farm machinery Acts, as now drafted, are excellent—for the legal profession. But for the farmer and the firm who sells tractors, they assuredly require a drastic plugging of legal loopholes. What are tractor firms going to do about it?

Anti-Friction Bearings in Farm Machinery

The keynote of progress in the rapid development of farm machinery during the past decade may be summed up in the words: "More speed, greater production, less waste." Any piece of farm machinery that does not contribute its share towards this end is, sooner or later, scheduled for a change.

For some years the design of farm tractors has reflected this truth. Motors of higher power are being used. The necessity for frequent repairs and adjustments is being avoided in design. The problem of burning low test fuels has been solved. The elimination of friction is being accomplished by the extensive use of anti-friction bearings.

Every tractor and implement show has represented a step forward in this direction. And now we see a decided progress toward developing implements and other farm machinery up to the same point of efficiency as the tractor itself.

There has been a marked increase in the use of anti-friction bearings in such equipment during the past few years. To-day the farmer can get a plow, a thresher, a binder, a feed grinder, or a windmill—equipped with the same high-grade roller bearings that are used in his automobile.

GET REPAIR ORDERS IN

Now is the time to advise your customers to check up their equipment. Tell them to list the parts that need replacement and let you know. Ask them to place orders at once—not when the rush of spring work starts. Their co-operation is necessary if you are to give efficient Repair Service.

"Repairedness" means "Preparedness"

What the Tractor Industry Suffers From

There is a certain class of agricultural publication which salves the souls of its readers by publishing all warranty and damage suits instigated against tractor concerns, possibly to convince the farmer that no tractor made lives up to the claims made for its efficiency by the manufacturers.

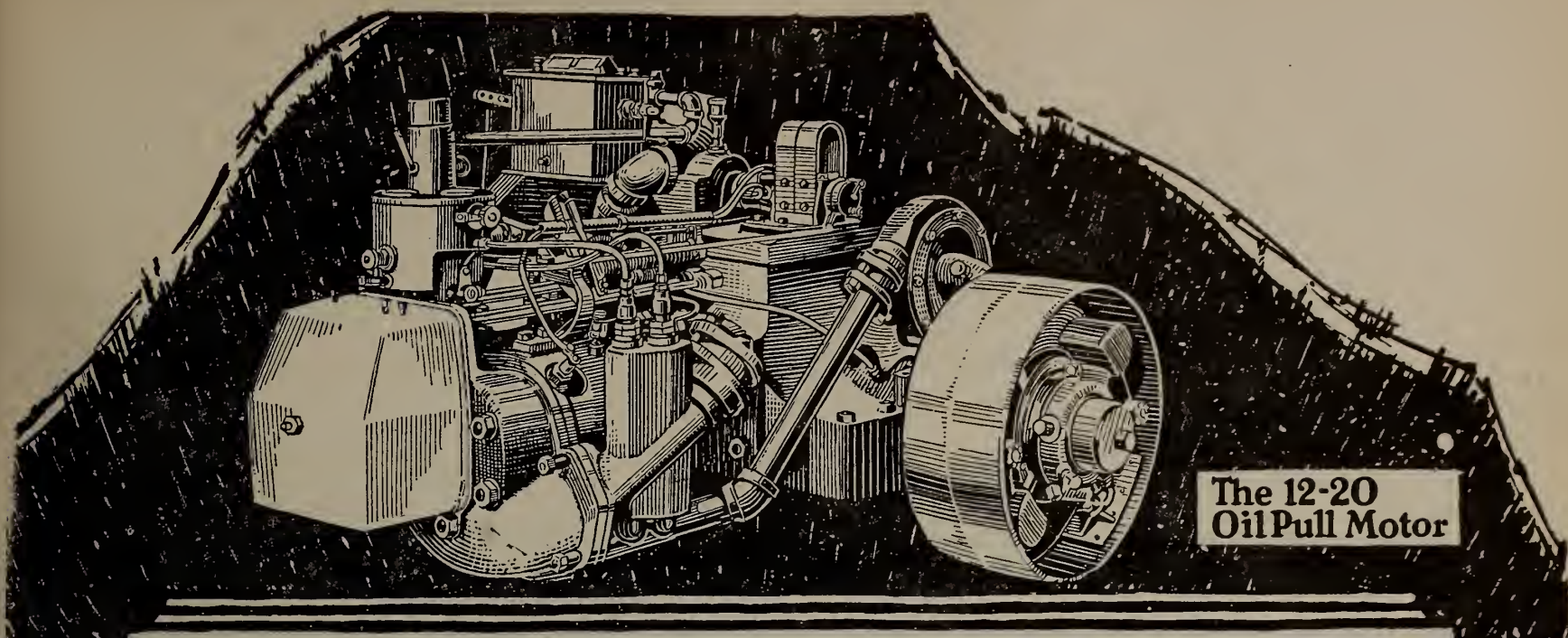
Especial notice is taken by H. C. Grebe, manager of the Regina branch of the Emerson-Brantingham Implement Co., Inc., of an article entitled: "Must live up to Advertised Specifications," which appeared in the January issue of an eastern periodical. In connection with this article, Mr. Grebe forwards us the following information, stating that the article, as commenting on the case of "Schofield vs. Emerson-Brantingham," was erroneous. He writes:

"The Privy Council did not pass upon the case of Schofield vs. Emerson-Brantingham Implement Co. What they did was to grant us the right to appeal, and after we had prepared all the necessary data and been put to the expense incident thereto, they ruled that inasmuch as the Farm Implement Act of Saskatchewan in 1917, replaced the order form on which the Schofield order was written, that an opinion from the Privy Council on this matter would not in any way affect opinions to be rendered under the new form of contract. This, however, is a great deal different from affirming the judgment of the Supreme Court of Canada as stated in the article."

Tractor Plant Sold

The plant of the Hession Tiller & Tractor Corp., Buffalo, was sold lately by the trustee in bankruptcy to M. D. B. Smith, who represents a number of the stockholders. The price paid was $130,000.

Now for spring sales.



The OilPull Motor Demonstrates OilPull Quality

OilPull Quality—proved by the remarkable 10-year OilPull Record of Performance—is well demonstrated by the OilPull motor, the finest tractor motor in the world.

This is a broad statement—but it is amply borne out by the facts. The OilPull motor possesses more genuine quality in materials and workmanship than many of the finest automobile engines. It is the type of tractor motor that has proved the most efficient and durable in public and private tests for the past 10 years—two cylinder, low speed, heavy duty, valve-in-head.

And these are the outstanding features of this Oil-Pull motor:—

—it is built complete in Advance-Rumely factories.

—it stands absolutely alone for fuel economy—especially built for fuel oils and guaranteed in writing to operate successfully on kerosene under all conditions.

—it follows automobile practice in machining—37 motor parts, including the cylinders, are ground to the thousandth part of an inch.

—it is the only oil cooled tractor motor—unaffected by extremes of heat and cold.

—its crankshaft is built to U.S. naval specifications—80,000 pounds tensile strength as against the usual 50,000 pounds.

—it is throttle governed—the speed of the engine automatically and instantaneously adjusted to meet changes in the load.

—the belt wheel runs directly off crankshaft—no intermediate gears—clutch operates from driver's seat.

—it employs a fresh oil system of combined force feed and splash—equipped with Madison-Kipp lubricator.

—it is equipped with a Bosch High Tension Magneto, the best and most expensive magneto made.

—all moving parts, including governor are enclosed.

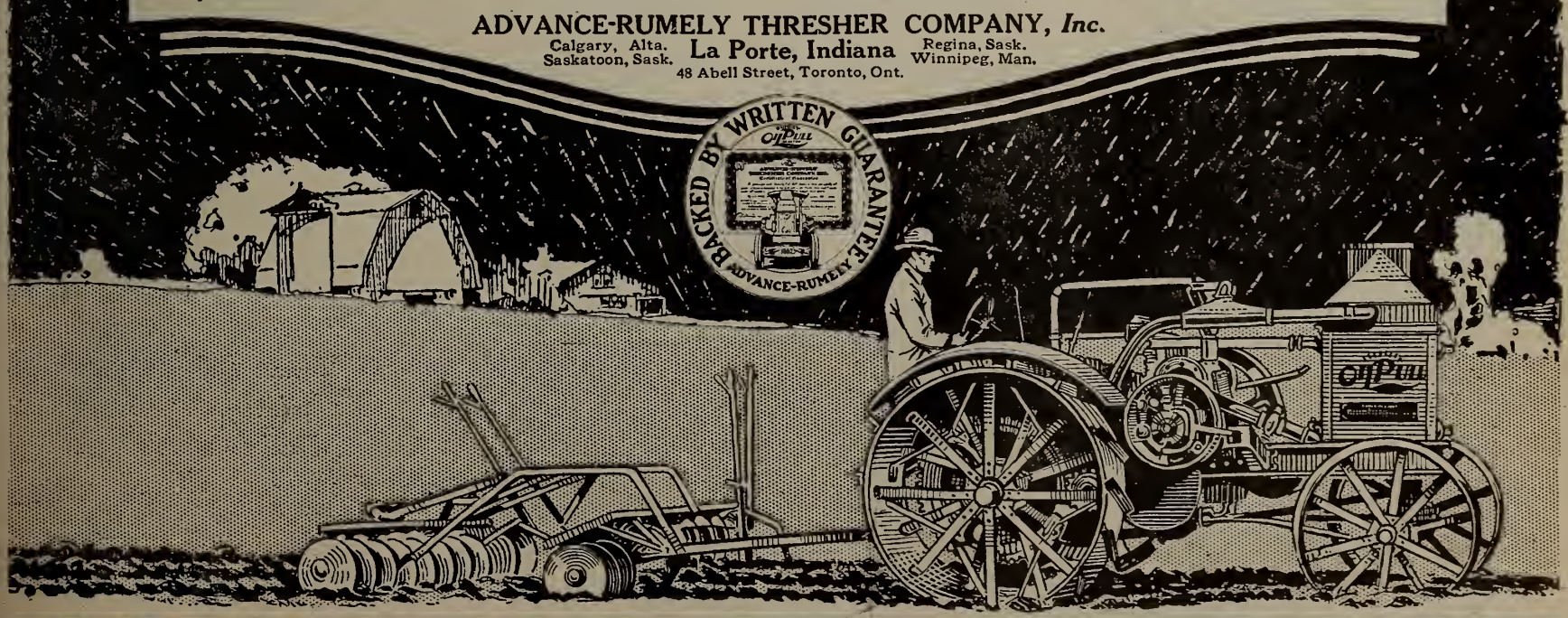
—all parts are easy of access.

The OilPull is made in four sizes—12-20, 16-30, 20-40 and 30-60 H. P.—standard in design. They are oil cooled, oil burning and are backed by a written guarantee, and these exclusive features together with the high quality of its motor makes the OilPull a most satisfactory tractor from every angle for the dealer.

ADVANCE-RUMELY THRESHER COMPANY, *Inc.*

Calgary, Alta. Saskatoon, Sask. **La Porte, Indiana** Regina, Sask. Winnipeg, Man.

48 Abell Street, Toronto, Ont.



ADVANCE-RUMELY

Winnipeg Dairy Show and Convention

The Western Canada Dairy Show, in conjunction with the 34th annual convention of the Manitoba Dairy Association and the Western Canada Dairymen's Association, will open in Winnipeg on February 16th, running until February 21st. In connection with this annual event nearly $900 are offered in cash prizes, also many trophies and diplomas. Especially attractive features in connection with the show are the huge display of dairy equipment and machinery and the largest creamery butter exhibit ever displayed in Canada. Convention headquarters are the Fort Garry Hotel, the show being held in the Board of Trade Building on Main Street South.

Dairy equipment dealers should not miss the opportunity of looking over the many types of cream separators, milking machines, silos, electric lighting plants, water supply systems, etc., which will be on display, while attendance at the various sessions will give the dealer a close intimacy with the different problems met with by dairymen and their views on equipment used in producing, handling and selling milk and milk products. Among the different addresses, such interesting topics as the following, will be dealt with: "Progress in Butter Making," "Cream Grading," "Records as a Means to Increased Production," "The Growing of Ensilage Crops," "A Review of the Dairy Situation," etc.

Many Exhibits Arranged

Arrangements are now completed for the staging of this great event in Winnipeg, 16th to 21st February. The space allotted to exhibitors has been fully let, and the widest range of exhibits ever shown in Canada will be on view at the Convention Hall of the Board of Trade building.

The producers of the province now organized are lending a hand to make the show more practical than ever, and in demonstrating what results can be obtained from rationed feeding, they are taking a step vitally important to every farmer in the province.

The different sessions of the convention will be addressed by such men of nation-wide ability as Prof. Washburn, Dairy Commissioner Ruddick and Mr. Barr, from Ottawa. The Hon. D'Arcy Scott, of the National Dairy Council; Dr. Amyatt, representing the milk producers of Ontario, of which body he is president, etc. There are several others of like merit who will address the convention, making an epoch in the scientific development of the dairy business, which will mean so much to the province of Manitoba.

List of Exhibitors

The following firms will have exhibits on display:

Somerville Paper Box Co., Ltd., London, Ont.
Mojonnier Bros. Co., Chicago, Ill.
Canadian Milk Products, Ltd., Toronto, Ont.
Sheet Metal Products of Canada, Ltd., Winnipeg, Man.
W. A. Jenkins Mfg. Co., London, Ont.
The Pfaudler Co., Rochester N.Y.
Thos. Davidson Mfg. Co., Ltd., Winnipeg, Man.
Elyria Enamelled Products Co., Elyria, Ohio.
Canadian Salt Co., Ltd., Windsor, Ont.
Universal Milking Machine Co., Columbus, Ohio.
Toledo Scale Co., Toledo, Ohio.
Manitoba Agricultural College.
Manifold Light & Power Co., Winnipeg, Man.
Robinson Alamo, Ltd., Winnipeg, Man.
R. A. Lister & Co., Ltd., Winnipeg, Man.
Lally Farm Lighting Co., Winnipeg, Man.
Emerson Mfg. Co., Ltd., Winnipeg, Man.
McLarens, Ltd., Winnipeg, Man.
Nickels & Todsen, New York.
Delco Light Plants.
Caledonia Box & Mfg. Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Winnipeg, Man.
The De Laval Co., Ltd., Winnipeg, Man.
Dairy Branch, Manitoba Department of Agriculture.
Metal Shingle & Ceiling Co., Ltd., Winnipeg, Man.
Sharples Separator Co., Ltd., Regina, Sask.
Manitoba Dairy Association—Record Milch Cow Exhibit.
Creamery Package Mfg. Co., Minneapolis, Minn.
C. Richardson & Co., St. Mary's, Ont.
J. B. Ford Co., Wyandotte, Mich.
Canadian Ice Machine Co., Ltd., Winnipeg, Man.
T. Eaton Co., Ltd., Winnipeg, Man.
Manitoba Dairy Association, Working Exhibit.
J. Maw Co., Ltd., Winnipeg, Man.

A good man is one who is willing to admit that he isn't.

It is difficult for a man to support a sealskin wife on a sheepskin salary.

Universal natural milker

One Man with Universal Worth Three Without It

Dear Sirs:

We are using one of your milking machines and we are very much pleased with it. We find that our man can milk three times as many cows with the machine as he could by hand, and easier. We had no trouble breaking the cows to milk, in fact, some cows milk better with the machine than by hand.

Yours very truly,
(Signed) H. D. ROSS & SON.
By J. H. Ross.
Lowville, New York.

Saves Time and Money Twice Every Day

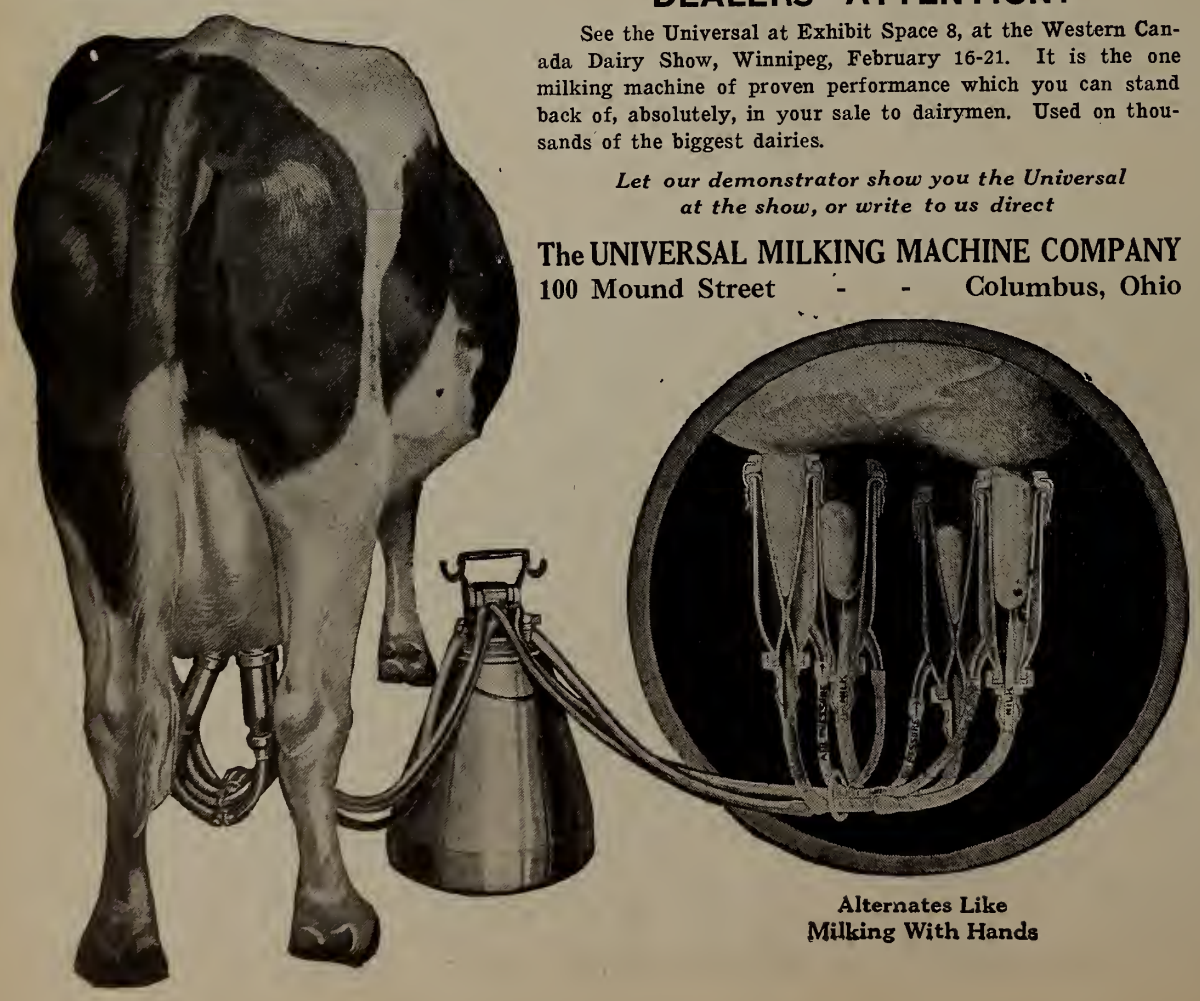
TWICE a day—750 times a year—the "Universal" saves time and adds profits for the owners of a herd of six or more cows. One man can milk more cows with a Universal than three men by hand. Two double units will milk 30 to 40 cows per hour. The Universal milks Nature's way—alternately milking two teats and massaging two others while they rest and refill.

DEALERS—ATTENTION!

See the Universal at Exhibit Space 8, at the Western Canada Dairy Show, Winnipeg, February 16-21. It is the one milking machine of proven performance which you can stand back of, absolutely, in your sale to dairymen. Used on thousands of the biggest dairies.

Let our demonstrator show you the Universal at the show, or write to us direct

The UNIVERSAL MILKING MACHINE COMPANY
100 Mound Street - - Columbus, Ohio



Alternates Like Milking With Hands

The Sale of Dairy and Barn Equipment

In the Western Canadian provinces we have, in the past, come to regard grain growing as the main feature in our agriculture. While it is, and has been so, the implement trade should give due consideration to the value of the dairy industry, which in the West is developing rapidly and showing remarkable growth as year succeeds year.

At the best, grain growing is somewhat of a gamble. There is always the factor of weather to be considered. Drought, hail, rust, early frost—there are no lack of hazards in the growing of grain crops, and while some of these apply to the raising of feed for dairy cattle, experience shows that the mixed farming and dairying community is a good place for the average retailer to do business in. The farmer's income is more assured. He has steady revenue, and is more a cash customer than in districts where individual prosperity depends solely upon the possibility of a good grain yield. Continuous grain growing impoverishes the soil. The best soil cannot go on, year after year, giving the same returns if the plant food is steadily being taken out and no fertilizing elements returned.

One dairy farmer in Manitoba puts it tersely in the following words:

"I have always figured this way: When my crops come off my fields in the fall they represent so much work plus so much plant food which they have taken out of my soil. In the last analysis, that's all they can be. You can't make a head of grain without taking something out of the ground. I am richer by the crop and poorer by the lost plant food. So my barn is my fertilizer factory, where it has been my practice to turn the crops through steers and dairy cattle and get a half back in the form of manure. Only the finished product—the beef and milk—goes off the farm. Any farmer knows that stable manure is better than any commercial fertilizer to be had.

"When I feed, as I do, one pound of grain, ground, to each one hundred pounds of live weight, I am giving it to an animal that will make the best use of it."

We Produce More Than Wheat

Let us for a little consider what Western Canada is doing at the present time as regards the production of dairy products. Taking into consideration the production in Manitoba, Saskatchewan and Alberta of creamery and dairy butter, milk, sweet cream, cheese, etc., we find the following totals for the value of dairy products during 1919:

Manitoba, $16,789,892; Alberta, $31,625,500; Saskatchewan, $16,631,992. Total for Prairie Provinces, $65,047,384. In 1918 the total production in the three provinces was only $52,930,386, so that in 1919 we show an increase for dairy products of $12,116,998.

If the dairy industry can produce over sixty-five million dollars' worth of products in three western provinces, which have so often been referred to as one "vast wheat field," it is surely worth while for the dealers in farm equipment to see to it that they handle these lines of equipment and supplies which are needed for the economical feeding of dairy stock and the handling of dairy products. Dairy equipment does not begin and end with the sale of the cream separator, important as that machine may be.

DE LAVAL Adaptability

The reliability and economy of the DE LAVAL Cream Separator are well known, but the DE LAVAL offers another striking advantage—that of adaptability.

Due to its superior construction, the outcome of forty years of separator building experience, the DE LAVAL is equally adaptable for summer and winter use; for separating milk from all the different breeds; it is equally adapted to conditions in Texas and Canada, on the Atlantic and the Pacific.

Besides being made in ten sizes, the DE LAVAL can be driven by hand, by electricity, by belt or by steam—it is adaptable to every dairyman's needs.

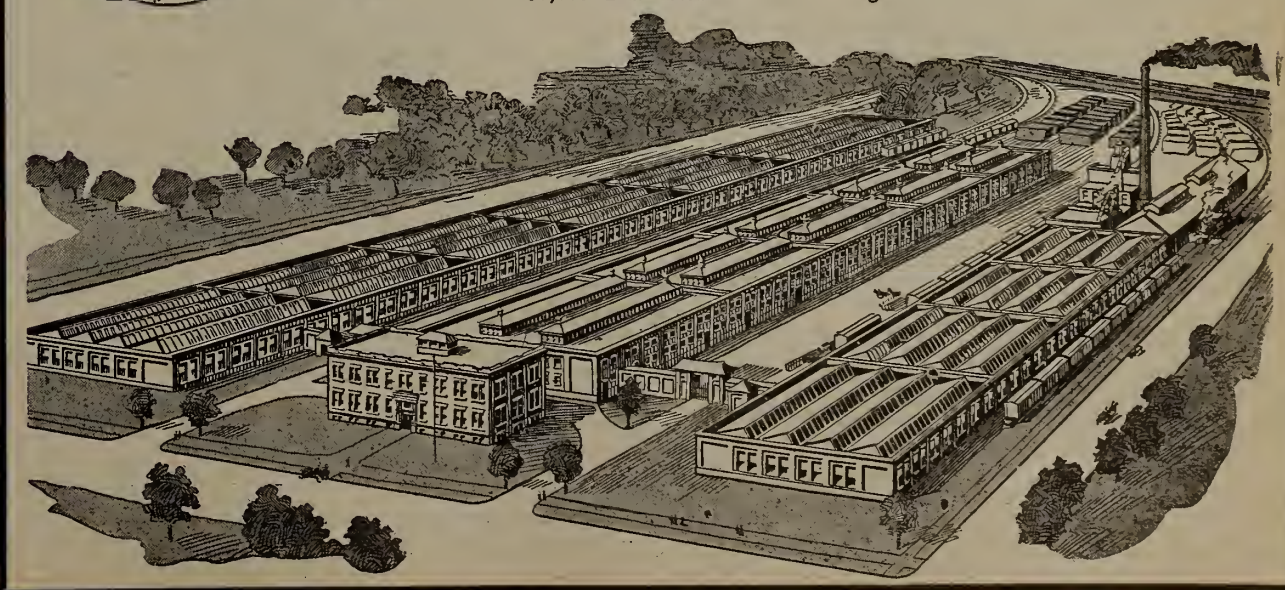
The DE LAVAL Agency Contract is a most valuable asset, because the adaptability of the DE LAVAL Separator enables a dealer to satisfy all prospects.

There is no better time than right now to send in an application for a De Laval contract. There is more profitable cream separator business with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED

MONTREAL PETERBORO WINNIPEG VANCOUVER

50,000 Branches and Local Agencies the World Over



At the Western Canadian Dairy Show which will be held in Winnipeg from February 16-21, the implement dealer can gain a good idea of the quality of dairy products now being turned out on the farms of the Canadian West. Further, he can see, in the exhibition dairy equipment and apparatus that forms so interesting a feature of this annual show, all the latest and best machines for lightening the labor of the dairy farmer, for in the past no class of agriculture called for longer hours or more monotonous work than dairy farming. Today this labor is replaced by mechanical helps. More sanitary handling of the milk is assured, and more sanitary surroundings for the cow.

Dairymen have come to see that the cow, to be a producer, must be comfortable, and beyond that must be scientifically fed so as to assure maximum returns in milk. The factories have seen to their end of the business. We have grinders and crushers for handling feed, silos for storing succulent feeds for winter use, ventilation systems especially adapted for cow barns. Where once filth and litter reigned supreme, we have the modern barn with its hay and litter carriers, steel stalls and stanchions, concrete floors and curbs, water bowls and individual steel pens. We have the electric lighting plant, and the water supply system giving the animals fresh water right in their stalls. The milking machine has done away with the labor problem and has eliminated that wearisome daily task for the dairy farmer. The litter carrier and the manure spreader ensure an easy means of returning the lost fertility to the soil—in short, modern barn and dairy equipment, from the handling of the feed to the motor driven cream separator, has given the dairy farmer the opportunity to save labor and increase his revenue at a lower production cost per gallon of milk or pound of butterfat.

From the pitchfork and wheelbarrow to the litter carrier, from the hand pump in the yard to the pressure water system, from the old lantern to the wall switch inside the door of the cow barn, dairying has changed mechanically, and now the implement dealer even sells the dairy farmer the automobile trailer or motor truck so that his cream and milk may be quickly transported to the nearest railroad station for shipment to the city.

Board of Trade Building, Winnipeg, where Dairy Show will be held.

DEALERS:

During Winnipeg Bonspiel see the display of

"UPSALA"

Cream Separators

in the ware-rooms of the Anderson-Roe Company, 162 Princess St. These Separators are Swedish manufacture. Have no equal in Capacity, Durability and Prices.

The Pickler Season is Here

Handle the HOILAND Smut Cleaner and Pickler

Large capacity per hour. Every kernel of grain thoroughly pickled. The Hoiland is provided with a skimmer to skim off top of solution all smut balls, king heads and all light, foul seeds that float. Dealers stock the Hoiland and you get the business.

Quick and Easy to Operate

Lincoln Smut Cleaners

Sold on a positive guarantee to prevent smut. Separate smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN TWO SIZES

The Cushman Line Pays

Get the Cushman Contract for 1920

We are exclusive Selling Agents for: Tractors, Light Tractor Plows, Combination Threshing Outfits, Engines, Land Roller and Sub-surface Packer, 24x46 Tractor Separators, Straw Spreaders, Electric Lighting Plants, Cutter Gears, "New Superior" Fanning Mills, Lincoln Grinders, Smut and Pickling Machines, Saws, Vacuum Washers, Shinn-Flat Lightning Conductors, Incubators, Hoiland Wild Oat Separators, Automobile Accessories, etc.

Ask for Particulars, Prices and Agency Offer

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

Viking Salesmen Held Convention

The annual convention of the Swedish Separator Co., held in Chicago Jan. 12-17, was one of the most enthusiastic and successful conventions ever held. All the company's salesmen from all parts of the country and Canada, were present, including E. L. Garner, manager New York office; J. E. McMurray, manager Montreal office; E. S. Strachan, manager of Winnipeg office; W. Whiteman, representative. Oklahoma and L. M. Dumas, of Dallas, Texas.

Good display brings trade.

The Dairy Farmer —the Man of the Hour

AS a producer, he is all important. His dairy products are *vital* to the health and welfare of America. The demand is large—and ever-growing.

As a purchaser, the dairy farmer is level-headed and progressive. He wants to increase his profits by using the most efficient means. He can afford the ***best*** because it is cheapest in the end.

The Sharples Suction-feed is the cream separator that appeals to the modern dairy farmer.

The Sharples is the ***only*** separator that

—***skims clean at any speed*** and gives cream of even density.

—has a knee-low supply tank and automatic "once-a-month" oiling system.

—has a single one-piece bowl. No discs to wash.

The successful dairy farmer of to-day can easily see the superiority of the Sharples Suction-feed. When he buys a cream separator, it is inevitably the SHARPLES dealer who secures the order.

Certain territories are open to dealers who measure up to the Sharples requirements.

The American doughboy was milk-fed. The future health and strength of this nation will depend largely on the continued use of dairy foods. The dairy farmer has a national duty in the efficient production of this food.

—P. M. SHARPLES

"There are no substitutes for dairy foods."

Sharples

SUCTION-FEED CREAM SEPARATOR

THE SHARPLES SEPARATOR CO.

West Chester, Pa.

Toronto, Ont. Regina, Sask. Montreal, Que.

Skims clean at any speed

P 106

Plow Factory Expands

Because of lack of space to take care of manufactured goods, the International Plow Works of Canada, Limited, Hamilton, have decided to make an extension to the west of their present warehouse. The addition will be 208 feet long by 100 feet wide and will be four storeys high, giving 83,200 feet extra floor space for storage purposes.

PUMPS
AND
Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

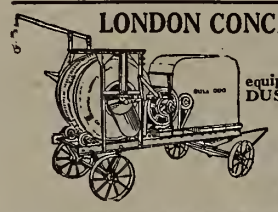
We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

Johnson Joins Separator Co.

The Swedish Separator Co., of Chicago, announces the appointment of A. R. Johnson as assistant sales manager. Mr. Johnson was formerly assistant sales manager of the Hyatt Roller Bearing Co., tractor bearings division. This appointment, together with the additional of a number of men in the sales organization, shows that the sale of Viking cream separators is to be energetically seen to during 1920.

LONDON CONCRETE MIXER



No 6
equipped with "NOVO" DUSTPROOF GASOLINE ENGINE. Capacity 6 cu. ft. per batch or 60 cu. yards per day. Mixes any kind of concrete or mortar. Especially suitable for any kind of work requiring a portable machine. Saves the price of itself the first 30 days it is in use. A big profit line for live dealers. Send for catalogue No. 1 B.

London Concrete Machinery Co. Ltd.
Dept. K., London, Ont.
World's Largest Manufacturers of Concrete Machinery

Canadian Court Defines Term "F. O. B."

A Canadian court recently rendered a decision which is of considerable interest to manufacturers, wholesalers and dealers in farm machinery. This related to the commercial expression, "F.O.B.," and made a ruling as to the significance of the term. The court held that the term "free on board" means that the seller, at his expense, places the goods on the car or vessel which is to carry them from the point specified, and that the buyer takes the risk onwards; at the same time the goods must, at destination, be in conformity with the conditions of sale or they may be legally rejected. Further, it is necessary to distinguish delivery from acceptance; for, said the court:

"The carrier is the agent of the purchaser, but his mandate is limited to the transportation of the goods. The question to decide is whether it was the thing sold that was carried from the point of shipment. If the vendor has correctly delivered the thing sold, the buyer becomes the proprietor immediately. If he delivers something else—for instance, if he has sold goods of first quality and delivers goods of second quality—there is no delivery of the thing sold. The buyer can refuse them only when they arrive at their destination."

New Branch in Vancouver

Beatty Bros, Limited, of Fergus, Ontario, with branches at St. John, Montreal, Winnipeg and Edmonton, announce the opening of a new sales office in Vancouver, B.C. A. K. Freeborn, who has been handling the business of

A. K. FREEBORN
Appointed Manager of Vancouver Branch of Beatty Bros., Limited

Beatty Bros., Limited, in British Columbia for several years, has been appointed manager of the new branch.

The office will be situated at Block 900, Granville St., Vancouver. It will be a retail store for this firm's well-known "Time Saver" washer, and an assortment of their other lines will be carried also, including their stable equipment, churns, pumps, etc. Freeborn, says the company, is well known and liked throughout B.C. and the new branch is assured of a prosperous future under his management.

Lister-Bruston Automatic Electric Lighting Plants

Adapted to farm or town use. A big sales opportunity for dealers. Made in 14 sizes. Capacities from 40 to 1500 lights. A size to sell for every demand — farms, town homes, churches, schools, halls, municipal use, etc. Driven by the famous single, twin and four-cyl. Lister low speed engines. Direct connected to protected dynamo. Electric throttling governor. Simple; easy to operate. Send for descriptive literature on this line.

"Melotte" Cream Separators

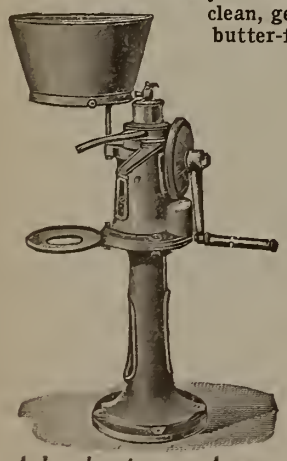
We are sole Canadian distributors for the world-famous "Melotte" Cream Separators. Capacities from 280 to 1300 lbs. per hour. Farmers want a proven separator. The "Melotte" SKIMS CLEAN. Its reputation for quality, construction and efficiency in skimming assures the dealer profitable business. Get the "Melotte" Agency.

See Them at the Winnipeg Dairy Show

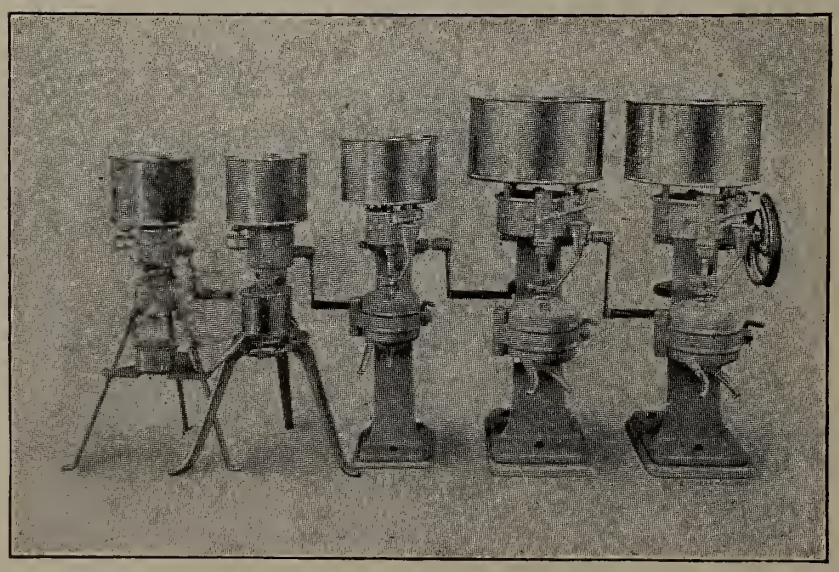
DEALERS: Our complete line of Lighting Plants, Engines and Cream Separators will be on exhibit during the Winnipeg Dairy Show in the Board of Trade Bldg., February 16—21.

Sell Lister "Premier" Cream Separators

Made in seven sizes. Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour. Short crank, easily turned. Aluminum discs—cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run, easy to clean, gets all the butter-fat.



Ask about our Agency offer for 1920—NOW



The Lister Line includes: "Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders, Crushers, Electric Light Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

Visit us During Winnipeg Bonspiel, Feb. 10-21.

R. A. LISTER & CO. (Canada) LIMITED
WINNIPEG, MAN. TORONTO, ONT.

Tractor Literature

General Tractors, Inc., Chicago, Ill., manufacturers of the Monarch and Neverslip crawler-type tractors, have issued a very attractive booklet dealing with their line. It is finely illustrated.

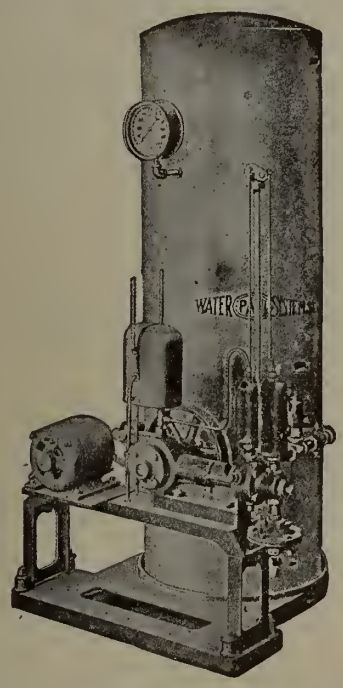
Northern Electric

POWER AND LIGHT

The complete line of Electric Farm Plants and Accessories

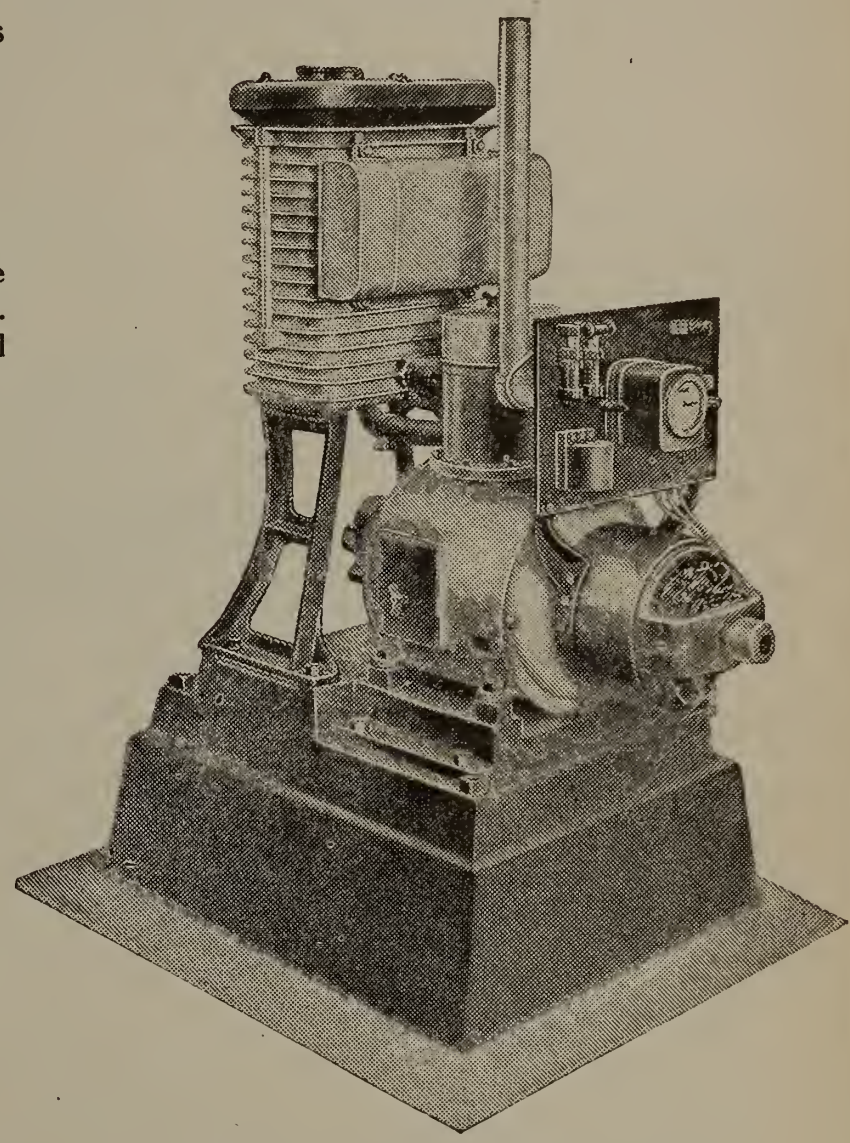
PLANTS—WATER SYSTEMS—MOTORS
HOUSEHOLD DEVICES—WIRES
AND SUPPLIES

Northern Electric Power and Light Plants are backed by one of the largest electrical manufacturers and distributors in Canada. For more than twenty years we have specialized in electrical supplies FOR THE FARM.



Tank, Pump and Motor

Hundreds of farmers are now buying water systems. Are you selling them? At your service, the most complete line—any size. Automatic—Air pressure—open tank or hand controlled.



¾ KW—Utility Plant—32 Volt

The greatest value ever offered the Canadian Farm

DEALERS:

The Electric Farm Plant field is practically untouched. Your prospects are numbered by the thousands. You can get into this profitable business by writing our nearest house to-day.

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

Cletrac
TANK-TYPE TRACTOR

The foot that carries the man's weight has a small area—not the Cletrac way—so the man sinks through.

Not the Cletrac Way | The Cletrac Way

With the snow shoes the weight is distributed evenly over a larger area—the Cletrac way—and the man glides over the surface.

Share Cletrac Profits

THE Cletrac will pay dividends to thousands of Canadian farmers this season. There will be a lot of Cletrac dividends to divide among dealers, too. You are overlooking the "one best bet" if you are not arranging to get your share of these dividends.

Wherever a tractor of any sort can be sold, the Cletrac can be sold. Big farms or little farms, rough land or level, wet land, sandy land—they all look alike to the Cletrac. With the Cletrac Agency, no tractor prospect need be passed up.

The Cletrac does more kinds of work and works more days each year—you will find sale for the Cletrac more days in the year, too. Start selling now. Get right in the lead with the Cletrac.

If there was ever a tractor that could get by without advertising, it is a Cletrac — it has so many exclusive good features. But the Cletrac is backed by one of the most effective advertising campaigns that has ever helped dealers to easier tractor sales.

Many farmers already know about Cletrac handiness; that it burns cheap coal oil (kerosene); that it is the Tank-Type that carries, lays down and travels on its own tracks. All farmers will know about these before the season ends

Get a Cletrac contract. Get Cletrac literature. Study up on the Cletrac and get your full share of Cletrac profits.

The Cleveland Tractor Company of Canada Limited

HEAD OFFICE
WINDSOR ONTARIO

WESTERN SALES BRANCH
REGINA, SASK.

Allis-Chalmers Appoint Distributor in B. C.

G. E. Kamm, manager of the tractor division of Canadian Allis-Chalmers, Ltd., Toronto, informs us that the company have completed arrangements with the Federal Motor Co., of Vancouver, B.C., whereby that concern will be distributors of the full line of Allis-Chalmers tractors in the province of British Columbia.

B. G. Hansuld, manager of the Federal Motor Co., states that British Columbia is rapidly developing into a valuable tractor territory. The large orchards in the Okanagan and Fraser valleys are using more tractors than ever before, and Mr. Hansuld anticipates very heavy sales of Allis-Chalmers tractors in these territories. The Allis-Chalmers machines, in their various sizes, have a power range that is well adapted to orchard work, and also general farming in the wheat areas. Mr. Kamm anticipates shortly closing contracts with distributors to serve the trade in the prairie provinces.

Saskatchewan Retail Implement Dealers Seek Co-Operation Throughout Western Provinces

A number of implement dealers in the Province of Saskatchewan, members of the Retail Merchants' Association, met as a trade section of the association, in Regina, during January, for the purpose of discussing various matters of interest affecting the retail implement trade as it stands at the present time. In May last, a joint meeting of retail and wholesale implement dealers of the province, was held in Regina, when various resolutions were adopted with regard to the retail implement trade, and which, it was understood, the wholesalers would submit to their various head offices as recommendations with a view to some action being taken. The meeting, in January, considered it somewhat unfortunate that no steps had apparently been taken in this direction, which consequently meant that the matter stands as at the time of the previous meeting.

Special Executive Appointed

In order to overcome this condition of things and to ensure a greater measure of success, it has been found necessary for the Association to employ a man who thoroughly understands the implement business to devote his entire time to the implement section. It is also necessary to compile the necessary details in order to show the position in which the retailer in the implement business is placed to-day, and to bring about greater co-operation, not only in the Province of Saskatchewan, but throughout the western provinces as a whole, in order that some united action can be taken to accomplish the desired end.

In order to further the interests of the retail implement dealers in the province, absolute co-operation and support of the association is essential, and it is hoped that every retail implement dealer who is already a member of the retail merchants' association, will use his influence by emphasizing the benefits to be derived by organization and co-operation, to induce every implement dealer in the province to become a member of the Association.

If the individual implement dealer is dissatisfied with the present condition of things, there is only one practical method of bringing about an alteration, and that is by at once becoming a member of an organized body such as the Retail Merchants' Association.

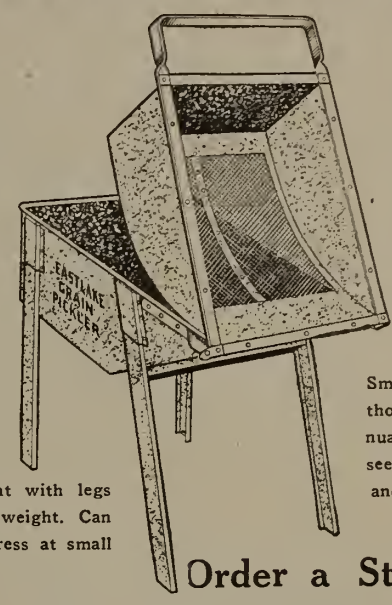
Case Plow Catalog

The J. I. Case Plow Works, Racine, Wis., have issued a most interesting catalog, which embodies a history of the organization. The progress of the company, from its inception, is outlined, and a review of the tractor industry deals with possibilities in that line within the next ten years.

Guarantee Your Customers Clean Seed by Selling Them

"EASTLAKE" Grain Picklers

Made of Heavy Galvanized Iron. Strongly reinforced. A strong, well-made Smut Destroyer, at a price that meets any competition.



Note the position of strong, galvanized mesh. Grain can be dumped rapidly without wasting any solution. Saves its cost in a single season.

Smut causes a loss of thousands of dollars annually. "Eastlake" treated seed means better yields and bigger profits.

Crated for shipment with legs detached. Light in weight. Can be shipped by Express at small cost.

Order a Stock—*NOW*

Immerses and Treats EVERY KERNEL

The Pickler season is here. Your business depends upon the success of your customers. The use of thoroughly clean, treated seed grain is essential. With the "Eastlake" Grain Pickler, the farmer can immerse his seed for a few seconds or several minutes as desired. Using the "Eastlake" he assures the complete eradication of smut balls, and prevents possible loss. A low-set, strong and efficient pickler with ample capacity for any farm. Display one on your floor right away. Profitable business will follow.

Concentrate on "Eastlake" Products this year. A complete line of Galvanized Shingles, Siding, Eave-Trough, Well Curbing, Culverts, Tanks, Garages, Portable Granaries, etc. Ask for illustrated literature and agency proposition.

The Metallic Roofing Co., Limited

Manufacturers

797 Notre Dame Ave., WINNIPEG, MAN.

BIG BUSINESS

AGENTS! Link up with Big Business by handling the Famous Hinman Milker ! !

HINMAN MILKER AGENT

THINK OF ITS SIMPLICITY

No Stationary Pump
No Vacuum Tank
No Vacuum Gauge
No Relief Valve
No Pipe Line
No Pulsator
No Rubber Cup Linings, therefore

COSTS HALF AS MUCH

A good Milker is a valuable addition to your line. It brings you in touch with new trade, and if you have a good one, repeat business will be heavy. The HINMAN Milker has proved a money-maker and a friend-maker for scores of agents throughout Canada. It sells for about HALF the price of others. Never "falls down" in service —is used by the biggest dairy farmers on pedigreed cows— 50,000 HINMAN Milkers are in use to-day.

Write For Territory—NOW!

Agents are making Big Money with the Hinman

HINMAN

CANADA'S STANDARD MILKER

H. F. BAILEY & SON, MFRS., GALT, ONT.

Building Success in Separator Sales

In considering the possibilities of increasing your demand for cream separators, the experience of one dealer is of interest. This man, who sold over 50 separators last year, says:

"I attribute my success in selling separators to three things. First, get the best separator on the market. Second, get out and hustle; find out who has an old one or who has none. Third, go out and show him he is losing cream. Then it is up to the dealer, as a salesman, to close the deal.

"In talking to men who come in the store, if you ask them about their separator, eight out of ten tell you theirs is in good condition and perfectly satisfactory. Most dealers fall down right there. They let it drop, but I find out how many cows they milk, and how many gallons of milk they get at a milking.

"Then I multiply the number of gallons by eight and that will give the number of pounds of milk; then multiply by 3.6, and you will know what the average cow should produce of butter fat. Ask them how much cream they get in a week. If they are short of your figures for a week, you may be sure they are losing cream. Go out and separate for them and show them you can get more cream than they do, and the sale is half made.

"If the dealer were to follow the path of least resistance, we would wait for the trade to come in and buy. But with competition as keen as it is, you will find that the hustler who goes after business makes the money.

"There is more than one way to go after the business in your territory. Your customers should know just what separator, milking machine, engine or other piece of machinery you sell, and the most economical way to do this is to advertise. It is not necessary to carry full-page advertisements in your local paper, because smaller advertisements may serve your needs just as well if carried steadily. Fortify yourself with a good line and then push it.

"Obtain useful advertising helps from the manufacturers. Usually you can have, without charge, catalogs, literature, booklets, envelope enclosures, electrotypes, copy for advertisements, and moving picture slides. Make use of all this good help. Study the literature, learn all the talking points of your line, and why your article is better than your competitors."

Automobile Registration

At the end of last November there were 117,955 automobiles licensed in the provinces of Manitoba, Saskatchewan and Alberta. Over 85 per cent of all motor licenses in the prairie provinces are issued to farmers. It is anticipated that the number of licenses to be issued in 1920 will pass 200,000, of which more than 150,000 will be to farmers. Possibilities in automobile trade are bright for the implement dealers handling automobiles and eccessories.

Leffingwell with Electric Wheel Co.

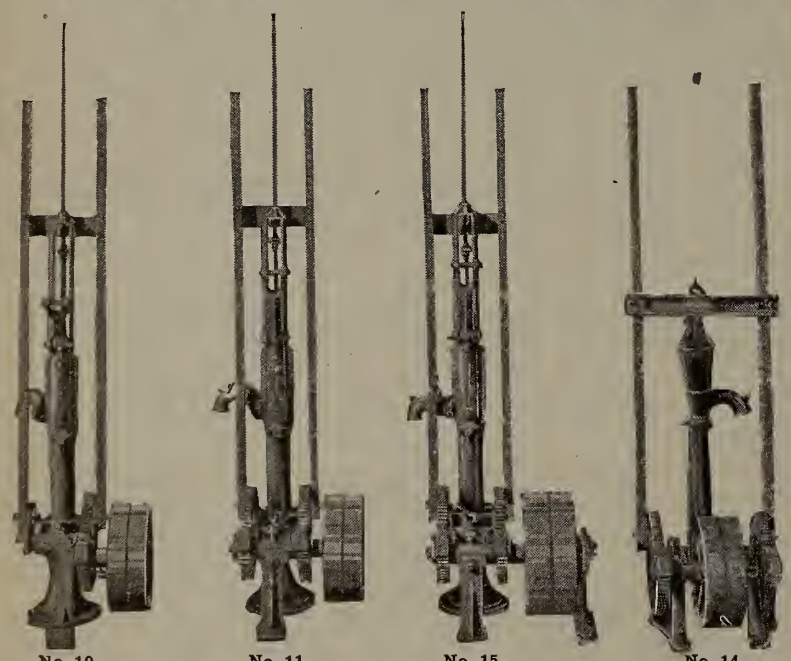
C. W. Leffingwell, after years of active service in the harvesting machine business, most of that time spent in an executive position, leaves the International Harvester Co. to accept the position of tractor sales manager for the Electric Wheel Co., Quincy, Ill., succeeding L. G. Hall. The company manufacture the All-Work tractor which is well known to the Western Canadian trade.

Dunlop Organization Building New Factory

The Dunlop Tire and Rubber Goods Co., with headquarters in Toronto and branches in the fourteen leading cities of Canada, have working arrangements, not only with Dunlop in England, but Dunlop all over the world. As indicating the growth of the Dunlop idea in Canada, plans have been consummated to commence production of tires on a greatly increased scale. An appropriation of $1,500,000 has been set apart for building and equipping another factory in Toronto.

You can sell almost anything once.

PUMPING JACKS



No. 10 No. 11 No. 15 No. 14

No such Complete Line of Pumping Jacks has ever been offered to the Trade before. Every Dealer and Hardware Store selling Engines have calls for Pump Jacks. We have a SUITABLE JACK FOR ANY DEPTH OF WELL.

No. 10 is Single Geared. Weight 80 lbs. Suitable for wells 100 ft. deep.

No. 11 Double Geared. Weight 100 lbs. Heavy enough for wells 200 ft. deep.

No. 14 Independent Double Geared Jack. Weight 120 lbs. Suitable for wells 200 ft. deep. This Jack is especially made for operating Wood Pumps, Double-Acting Pumps, or Underground Pumps. It sets on the pump platform independent of the Pump.

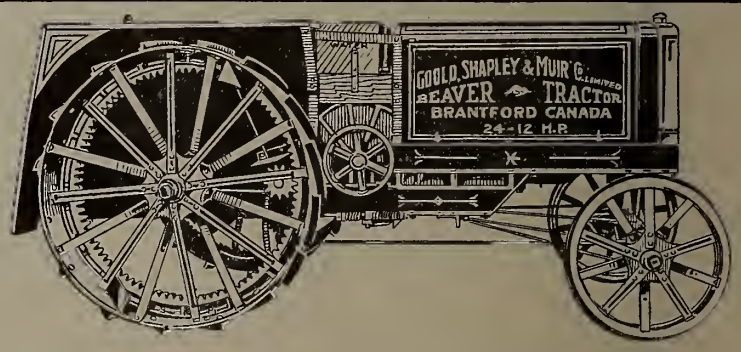
No. 15 Double Geared, Extra Heavy Throughout. Weight 125 lbs. Suitable for wells 250 ft. deep.

No. 16 Double Back-geared. Weight 140 lbs. (Not illustrated above). Especially made for very deep Wells up to 400 ft.

A card will bring full particulars. We have many other lines of Goods you should know about

MANITOBA ENGINES LIMITED

BRANDON :: MANITOBA



"Beaver"—a Proven Tractor

The foresighted dealer—the man who is concerned about the future and the foundations of his business—should handle the Beaver. It is a genuine proposition into which you can throw the whole weight of your business.

Ask the users about it—they have proven its economy, efficiency and durability under Western Canadian conditions. In 1920 it will be made in two sizes—12-24 and 15-30.

Coupled with "Beaver" worth you have a repair service that covers the West, conveniently situated and completely stocked. To make this proposition doubly attractive the commission allowed is liberal and exclusive territory is granted.

Write us About a Complete Agency

In addition to the Beaver we manufacture: "Ideal" Double-geared Pumping Windmills. Made in all sizes to pump any depth of wells. Iron Pumps, Cylinders, Wood and Steel Water Tanks, new type "K" throttle governed Stationary Kerosene Engines. Made in sizes 2, 4 and 7 H.P. Grain Grinders. Made in sizes from 6 to 15-inch. Steel Saw Frames and Concrete Mixers.

Goold Shapley & Muir Company, Limited

Western Head Office - - - - Regina, Sask.

Distributing Warehouses

Regina, Saskatoon, Portage la Prairie, Calgary and Edmonton

All the way by water from the tropics to the Plymouth Cordage Company's wharves come the cargoes of fibre which is later spun into Plymouth twine.

What Is Back of the Twine *You* Sell?

BACK of the Plymouth Dealer stands the Plymouth Cordage Company, which for nearly a century has been manufacturing and distributing twine.

The result of this ninety-six years of manufacturing is seen in Plymouth Twine itself, for, since the advent of the self-binder, farmers have been acknowledging its superiority. They know that a more even twine, a twine more free from knots and weak places, is not made.

The same business policies, the same standard of integrity that has made the Plymouth Cordage Company the largest manufacturer of rope and twine in the world, assure the Plymouth Dealer a real backing.

There is a distinct advantage in being a Plymouth Dealer.

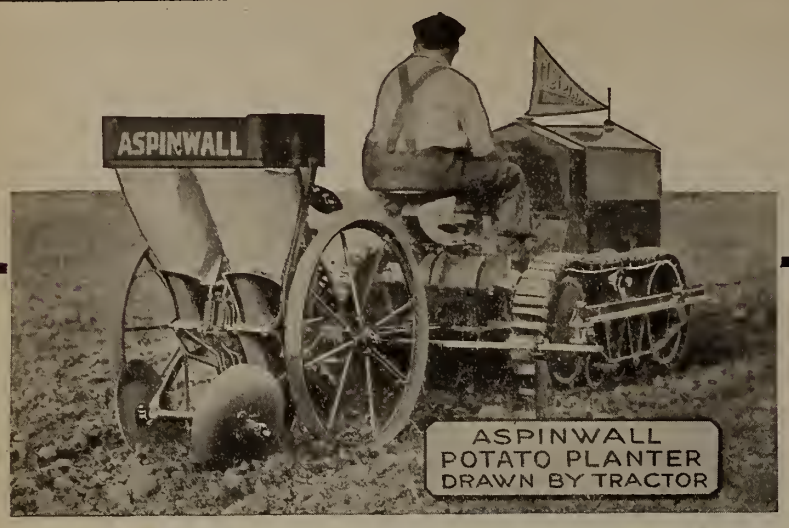
Plymouth Cordage Co.
Welland, Canada

Canadian Distributing Agencies

W. G. McMahon
(Representing Lindsay Brothers)
Winnipeg, Man.

Hobbs Hardware Co.
Toronto, Ont.

PLYMOUTH TWINE



ASPINWALL
POTATO MACHINERY

CUTTERS
PLANTERS
SPRAYERS
DIGGERS
SORTERS

The Line That Leads
ENJOYS AN ESTABLISHED REPUTATION

BACKED BY THE ASPINWALL GUARANTEE
ASPINWALL MACHINES STAY SOLD

INSURE SATISFIED CUSTOMERS

MADE BY

WORLD'S OLDEST AND LARGEST
MAKERS OF POTATO MACHINERY

The ASPINWALL line offers you the opportunity of developing a PROFITABLE trade and places you in a position to ***command*** the potato machinery business in your territory.

The ASPINWALL line is worthy of your serious consideration. Descriptive literature furnished on request.
:: :: :: :: ***Write us*** :: :: :: ::

ASPINWALL CANADIAN COMPANY, LTD.
GUELPH, ONT.

Dunham Absorbs Western Land Roller Co.

It is reported that the Dunham Company, Berea, Ohio, manufacturers of the "Culti-Packer," has entered into a contract with the stockholders of the Hastings Foundry and Iron Works, Hastings, Neb., whereby the patents, patterns and stock of the Western Land Roller Company is purchased. The Dunham Company has leased the foundry for a period of two years, with an option extending to three years, with a purchasing option during the period of the lease of $50,000. The plant represents an investment of more than $250,000.

Using Engine Power on the Potato Digger

In connection with the potato crop, large potato acreage, it is found by farmers specializing in this line, can be best handled by good horses, as so much of the job of producing potatoes is cultivating and hauling. The experience of one large grower shows the value of the lightweight engine as adapted to the potato digger is of interest.

This farmer has two gasoline engines perched on top of potato diggers. The farm really has use for only one digger, but he keeps two as a measure of precaution in case one should break down.

The engines on the diggers are for the purpose of running the endless wire belt or raddle which sifts the dirt from the tubers. The team pulls the digger and furnishes the power which scoots its spade through the soil and delivers the load of dirt, tops and tubers to the raddle. Having heavy horses makes it possible for two of them to move this machine right along, where four horses would have been needed before the advent of the gasoline engine. It is a happy combination.

"The engine is a good thing," explained this farmer. "It uses about a gallon of gasoline to the acre and perhaps costs just as much as horse power would, but it has great advantages. If the digger clogs up, the team can be stopped while the raddle continues to run and clears itself. Also, we can dig sooner after a rain with the gasoline power to shake the dirt from the tubers."

New Type of Cultivator Invented

A mechanic in southern Saskatchewan, now resident in Winnipeg, has secured a patent on a new type of cultivator with some novel features. This patent comprises steel points which are machined and threaded so they fit the holes for the teeth in an ordinary channel steel drag harrow. On the points are rivetted the cultivator teeth, of fish tail shape with cutting edges, which are made from special saw blade steel. The farmer simply removes his harrow teeth and bolts the cultivator points in the holes, getting at reasonable cost a very efficient cultivator, with which he can cover a far greater acreage of summer-fallow in a day's work than is possible with the ordinary cultivator. The harrows can be handled in gangs—and farmers who have tried this harrow-cultivator, testify to its efficiency and labor-saving qualities.

DOUBLE ACTION HARROW

The more you cultivate the soil, the more valuable your land, and the greater your crops will be. The easier it is to cultivate, the more cultivating you will do. Not only the lightest draught, but the best Cultivator—the one that will penetrate hard soil as well as soft ground—is the

Bissell Double-Action Disk Harrow

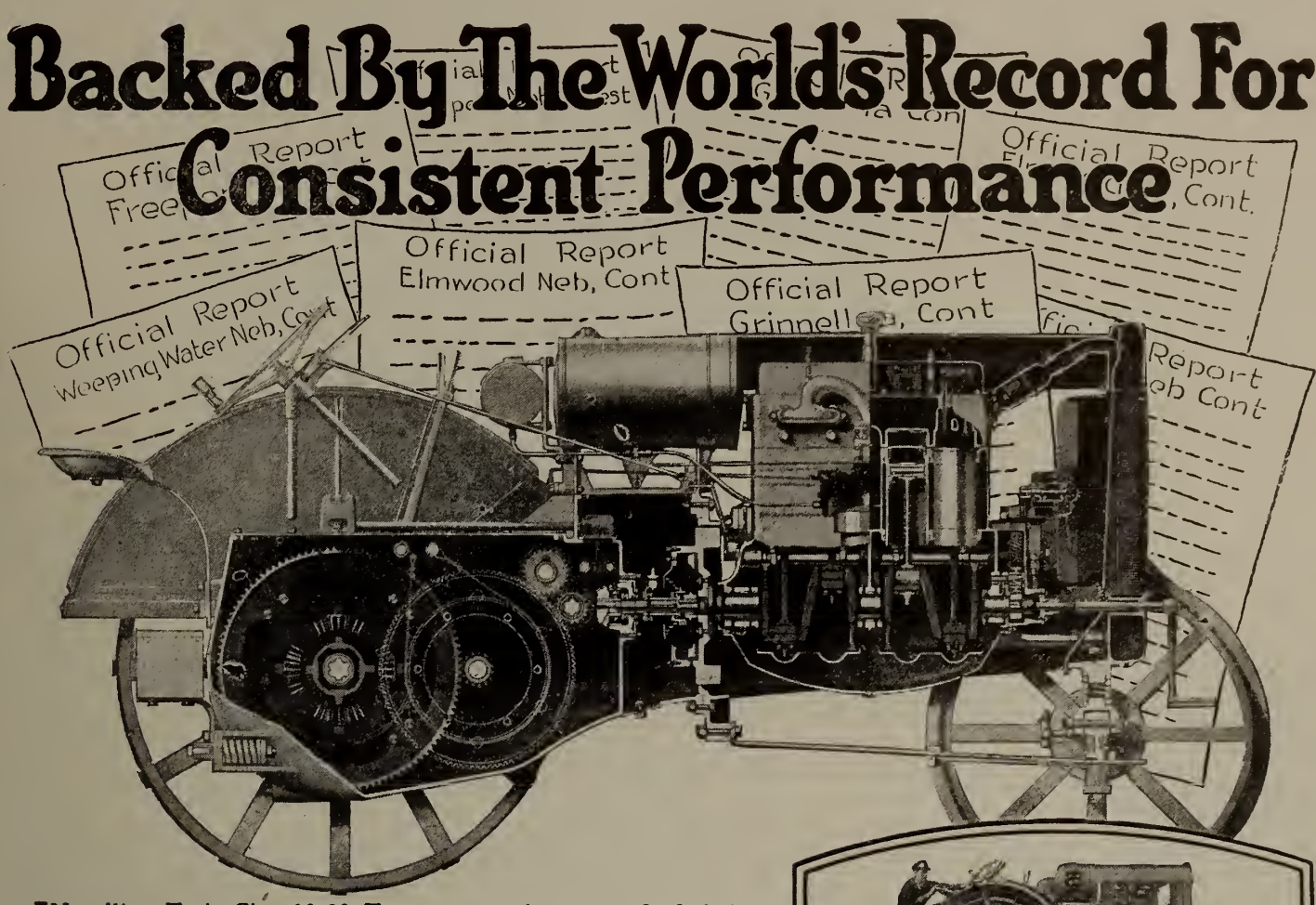
Disking with the Bissell makes a perfect seed-bed. It allows greater root expansion for the growing crop. Bissell Double-Action Disk Harrows are especially suitable for use with light tractors or with horses. Above cut shows size suitable for light tractor.

DEALERS—During Winnipeg Bonspiel, February 10-21, visit the John Deere Plow Company and look over the Bissell Line

Factories at Elora and Ingersoll, Ont.

Address: **T. E. BISSELL COMPANY, Limited, Elora, Ont.**

Backed By The World's Record For Consistent Performance



IN selling Twin-City 12-20 Tractors you have proof of their superiority to back you up.

They have won 6 out of 8 competitions—a world's record for consistent performance—and this indisputable evidence is published in the judges' reports.

It is the result of the painstaking effort of our engineers to produce a tractor to do the work—not to meet a price.

Here are a few of the reasons for this wonderful record:

Sixteen-valve-in-the-head, four-cylinder, kerosene-burning engine—gives more power and greater economy.

Counterbalanced crankshaft (drilled for force-feed lubrication) reduces vibration.

Removable cylinder head and sleeves—quick, easy access to valves and cylinders.

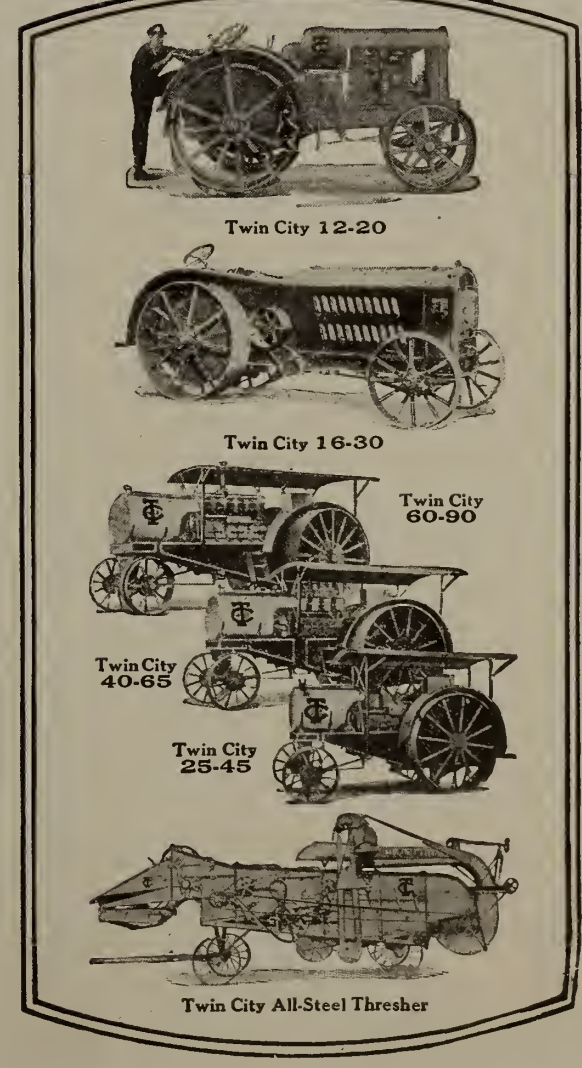
Highest grade accessories—mean better service, fewer repairs and longest life.

Transmission completely enclosed, running in oil bath on Hyatt roller bearings—excludes dust—prevents excessive wear and friction.

Machine cut, heat treated steel gears—reduce wear, friction and breakage to a minimum.

Spring drawbar—prevents sudden shocks to tractor and implements.

All these points and many more go to make Twin City 12-20 Tractors easy to sell and insure you satisfied customers. Write for the proof and details of the complete Twin-City Tractor-Thresher Line with Oliver Tillage Tools. We have an exceptional proposition to offer with live sales assistance and big advertising support.



MINNEAPOLIS STEEL & MACHINERY COMPANY OF CANADA, LIMITED

Head Office - - - 923 Logan Avenue West, Winnipeg, Man.

Branches - - - - - Regina, Sask., Calgary, Alta.

Factories, Minneapolis, U.S.A. Export Office, 154 Nassau Street, New York, U.S.A

TWIN CITY
Power Farming Equipment

Cushman Now Distributing Lauson Tractors

The Cushman Motor Works of Canada, with head office at Winnipeg, announce that they have secured the distribution for the whole of Western Canada, of the Lauson 15-30 tractors, as manufactured by the John Lauson Mfg. Co., New Holstein, Wis. With a widespread organization and distributing warehouses at all the leading points throughout Western Canada, the Cushman organization should be in an excellent position to do a large business with their new tractor line. They have already a tractor plow and 24x46 separator, so that Cushman dealers will, in the future, have the advantage of selling a complete line of power farming machinery.

The Lauson tractor is commonly referred to as the Full Jewel tractor. This name being derived from its roller bearing construction. Twenty-four Hyatt and Timken roller and ball bearings are used. An adjustable canopy is furnished as regular equipment. In the new Lauson 15-30 the engine is 4¾ bore by 6-inch stroke, valve-in-head type. This new engine is equipped with a gear driven fan, eliminating the troublesome fan drive. Extra heavy crank shafts, of 2⅜-inch chrome vanadium steel are used. A dual oiling system is an important feature in this new engine. A gear-driven pump in the lower crank case operates from the cam-shaft, forcing the oil at 20 lbs. pressure to all crankshaft bearings. In addition to this standard force feed, a splash pan and connecting rod dippers splash the oil to all parts —gears, camshaft, piston, pin and piston.

Case at the Tractor Show

A complete line of kerosene and steam tractors, threshing machines, plows, silo fillers, baling presses, road rollers, and other agricultural and road machinery, will be included in the exhibit of the J. I. Case Threshing Machine Co., at the Kansas City tractor show.

To the Case 10-18, 15-27 and 20-40 models of kerosene tractors, has been added a 22-40 model. The new big brother of the entire line. In a tractor line so complete can be found a machine which will fit the needs of any farm, no matter how large or how small. Six great nations have used Case tractors for war-time agricultural work, and it has been necessary to increase manufacturing facilities until to-day the Case factory properties cover 140 acres of ground. Four thousand employees are engaged in the production of Case machinery. A small army of representatives and dealers distribute this machinery throughout the world.

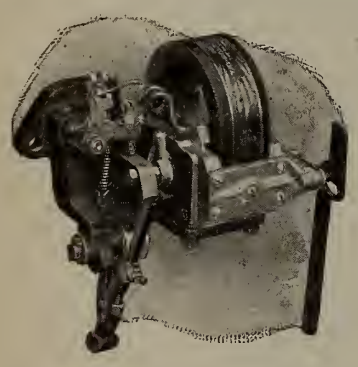
The J. I. Case T. M. Co. will also show their steam tractors—a line they have been building for 40 years. The steam tractors are made in 30, 40, 50, 65, 80 and 110 h.p. sizes.

Case threshers are made in six sizes, to thresh, separate, clean and save all grains and seed. Steel construction prevents rotting, warping, rusting or total destruction by fire. Self-feeders, wind stackers and grain handlers can be furnished for any size. The Case line for 1920, says the company, includes all improvements that are known by actual tests to be practical.

General Motors Expansion

Action reported at a recent meeting of the General Motors Corporation will probably make that concern the greatest industrial corporation in the world. The stockholders voted to make stock additions that will make the total over $1,000,000,000. The shares will be as follows: $200,000 preferred stock with $100 par value; $900,000 of 6 per cent debenture with $100 par value; $5,000,000 of 7 per cent debenture with $100 par value, and 50,000,000 shares of common stock with no par value. The company is represented in Canada by General Motors of Canada, Inc., Oshawa, Ont., and Walkerville.

Read something somewhere every single day which will make you a clearer sighted, shrewder, stronger, and more skillful business man.



Simple Tests for Ignition on Stationary Engines

4. Design

Spend a day among users of stationary or portable engines. Ask about the *design* of ignition systems. Talk to owners of engines equipped with low-tension rotary magnetos. Talk to owners of engines equipped with the Webster Tri-Polar Oscillator.*

Here is what you will find out. Ignition design demands two things—the right *idea* and the right *construction*.

Oscillation is the right idea. It saves 11/12 effort of the machine. It produces an equally intense spark at *all* times.

Webster construction is the only real oscillator-construction. No rotating parts, brushes, moving wires, long wires, collector rings or switches. Less parts to wear, and less wear on each part.

The *Webster* is an ignition unit—the oscillator is located on the igniter plug (and installed on the engine). It is compact and covered—no carbon, dirt, oil or water possibly can cause trouble. *Webster* pole pieces are laminated electrical steel—better conductors than solid metal.

The Webster* does more than the low-tension rotary magneto and does it with far less effort and strain:

This perfect design is one of the reasons why half a million engine owners and an overwhelming majority of manufacturers have put their faith in the *Webster* Tri-Polar Oscillator.

This is the fourth in a series of instructive talks on stationary and portable engine troubles

SEND FOR THIS FREE BOOK!

It will explain completely some new scientific developments in ignition for stationary and portable engines. Every dealer and farmer should have it. Send for it now!

Webster Electric Co., Dept. D, Racine, Wis.

WEBSTER TRI-POLAR OSCILLATOR

*If it isn't a Webster Tri-Polar, it isn't a real Oscillator

9065

FORDSON

Tractor Owners, You Want This

TACO BALL-BEARING GOVERNOR

Guaranteed to maintain a speed within 10%. Easily attached in one hour's time. Guaranteed to satisfy or money refunded. Order early to be sure of delivery.

Write for full particulars and special dealer terms

Walter Gratias, *Distributor*

59-23rd St. Saskatoon, Sask.

Briscoe

The Car with the Half-Million Dollar Motor

The Car That Has Proved Its Worth—Made Good Its Every Claim

THE Briscoe is like no other car of its price-class—quite the finest motor car ever offered at a figure under two thousand.

Its lines are as trim and graceful as those of the foreign cars—infinitely more pleasing than those of any other light car you ever saw.

And the engine! A real one—with a reputation for service that many of the big cars might well envy—and a record of economy that no other car of equal horse-power can approach. Briscoe owners rarely look at their engines—unless it be to raise the bonnet to show some enquiring friend its simplicity.

The Leader of Light-Weight Cars

When you come to the Bonspiel compare the "looks" of this car with others of its type—but no examination can convey any real impression of the thrill of satisfaction that awaits you when the first time you sit at the wheel of a Briscoe and let in the clutch.

A demonstration will prove its power, its flexibility and its wonderful hill-climbing ability. Its snappy, eager performance under hardest tests and under the exacting conditions of day-in and day-out use, may be ascertained by enquiring among those who are fortunate enough to have driven Briscoe cars during the past few years.

To Dealers

On behalf of our Winnipeg distributors, McDonald & McKinnon, we extend an invitation to all who may attend the Bonspiel to call at their show-rooms, look over the Briscoe line, and make enquiries regarding open territory.

Briscoe Service For Western Canada

It will interest all our Western dealers and customers to know that we maintain our own Service department in the City of Winnipeg for the benefit of Briscoe Distributors, Dealers and Owners in Manitoba, Saskatchewan, Alberta and British Columbia. Complete stock of parts is carried at this Winnipeg Branch and it is equipped to give prompt and efficient service.

THE CANADIAN BRISCOE MOTOR COMPANY, LIMITED

HEAD OFFICE, TORONTO FACTORY, BROCKVILLE

UNITED STATES—BRISCOE MOTOR CORPORATION, JACKSON, MICH. WESTERN SERVICE DEPARTMENT—156 PRINCESS STREET, WINNIPEG, MAN.

DISTRIBUTORS FOR WESTERN CANADA—

MANITOBA DISTRIBUTORS—McDONALD & McKINNON. 156 PRINCESS STREET, WINNIPEG
SASKATCHEWAN DISTRIBUTORS—AUTO SERVICE COMPANY, REGINA; RIDDELL CARRIAGE & MOTOR WORKS, SASKATOON; GILLESPIE & MANSELL, MELFORT
ALBERTA DISTRIBUTORS—J. R. N. COOKE & CO., EDMONTON; NORRIE & FAWCETT, MEDICINE HAT
BRITISH COLUMBIA DISTRIBUTORS—INTERNATIONAL MOTORS LIMITED, VANCOUVER

E. S. West Appointed Empire Sales Director

The Empire Cream Separator Company, Bloomfield, N.J., advises us of the appointment of E. S. West as their Canadian managing director in full charge of their Montreal office, and also governing the business activities of the Toronto office. Mr. West comes into this position not by mere appointment, but by a well warranted advancement brought about by years of good, successful experience to a man who knows Canadian sales conditions. On interviewing J. H. Colville, general manager and vice-president of the Empire Company, Mr. Colville was glad to say this about Mr. West:

"Empire business has developed into such a stage in the Canadian territory that we realized the need of a big man to direct its future activities, and in scanning over the field we became convinced that Mr. West was the man for the position. He has been with us for a number of years, becoming first associated with the organization as stenographer and order clerk at our Portland office, showing his ability so well as to become chief accountant and later credit manager of the Portland office.

"Since then so much of his work has called for admiration from our executive office, that he was made manager of the Denver office, which he served in good capacity for some time. So when I found that we needed to locate a big man for the Canadian territory, Mr. West was the warranted selection."

Group View of Avery Branch Managers during Convention at Head Office.

Case Agents Held Banquet

The managers of the J. I. Case T.M. Co., Saskatoon, on Jan. 16, entertained their local dealers, to the number of 65, to a banquet in the Hub Cafe, Saskatoon, the gathering being held in connection with their third Annual School for dealers and farmers handling Case implements. The school has again this year, as in former years, proved a decided success and large numbers of dealers took advantage of the tuition that has been given.

At the invitation of T. D. M. Osborne, manager of the company's branch at Saskatoon, W. L. McQuarrie, organizer for northern Saskatchewan for the Retail Merchants' Association, attended the banquet and gave a very interesting address on the excellent work that was being done by the Saskatchewan-Alberta branches of the association, from their provincial office at Saskatoon. He alluded to the many phases of the work taken up by both the Provincial and Dominion offices for the benefit of merchants generally, and spoke of the efforts now being made to organize the implement dealers of the Canadian west.

The Provincial office of the R.M.A. at Saskatoon very highly appreciated the opportunity given to their organizer by Mr. Osborne to discuss with them the benefits of organization and co-operation as exemplified in the work of the R.M.A., especially in view of the increased interest that is being shown in the work of the association by dealers.

The Tractor You Sell

is only as attractive as the tractor is tried and proven, practicable, and economical in operation. Continued sales, easy service demands, and contract renewals throughout the country prove that Turner success is hinged upon built-in principles of proven merit, of economy and service.

TURNER Simplicity

has met the demand for a tractor that can be relied upon for constant performance on a wide range of work. On drawbar and pulley jobs the efficient delivery of power to wheels and belt has won Turner lasting reputation. Its reserve power to meet overload conditions, its low fuel costs, easy handling and thorough dust protection, contribute to the increasing sales records that have grown apace with production facilities. It is significant that the Turner is handled by leading distributors the country over. For immediate action on territory proposition—address

The Turner Mfg. Co. 215 Lake St. Port Washington, Wis.

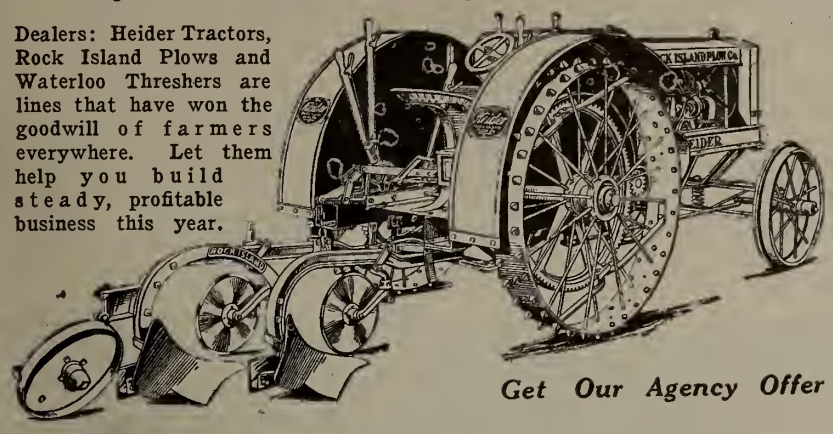
CANADIAN DISTRIBUTORS:

Turner Tractor Sales Co., Winnipeg, Man. Eugene Julien & Co., Ltd., Quebec, Que

"WATERLOO" and "ROCK ISLAND"

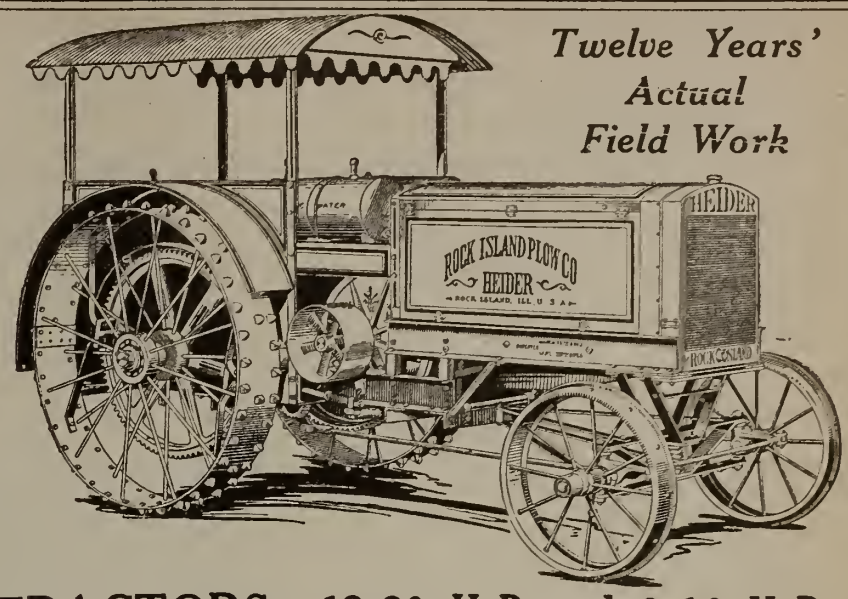
Steady in Sales—Steady in Performance

Dealers: Heider Tractors, Rock Island Plows and Waterloo Threshers are lines that have won the goodwill of farmers everywhere. Let them help you build steady, profitable business this year.



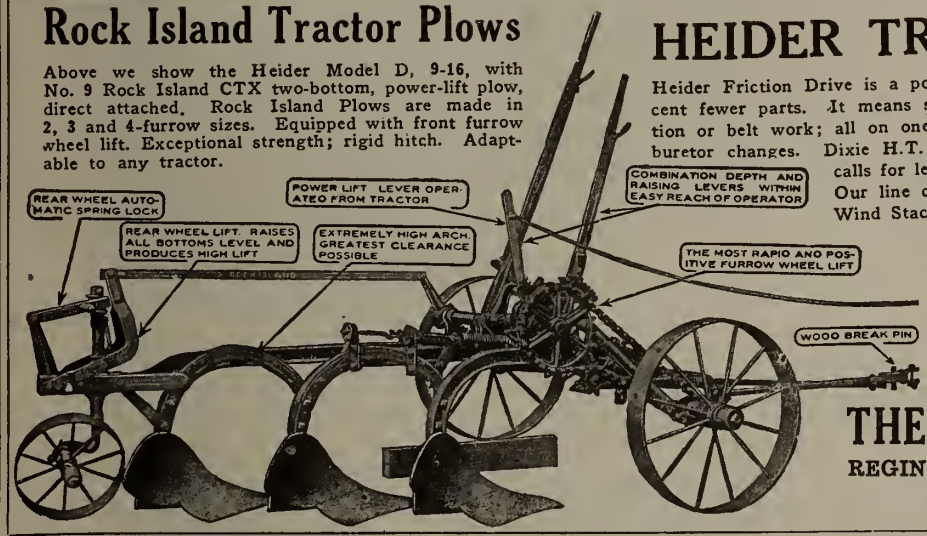
Get Our Agency Offer

Twelve Years' Actual Field Work



Rock Island Tractor Plows

Above we show the Heider Model D, 9-16, with No. 9 Rock Island CTX two-bottom, power-lift plow, direct attached. Rock Island Plows are made in 2, 3 and 4-furrow sizes. Equipped with front furrow wheel lift. Exceptional strength; rigid hitch. Adaptable to any tractor.


REAR WHEEL AUTOMATIC SPRING LOCK
REAR WHEEL LIFT. RAISES ALL BOTTOMS LEVEL AND PRODUCES HIGH LIFT
POWER LIFT LEVER OPERATED FROM TRACTOR
EXTREMELY HIGH ARCH. GREATEST CLEARANCE POSSIBLE
COMBINATION DEPTH AND RAISING LEVERS WITHIN EASY REACH OF OPERATOR
THE MOST RAPID AND POSITIVE FURROW WHEEL LIFT
WOOD BREAK PIN

HEIDER TRACTORS—12-20 H.P. and 9-16 H.P.

Heider Friction Drive is a point that your customers will appreciate. No gears to strip—15 per cent to 20 per cent fewer parts. It means superior construction. Seven speeds forward, seven reverse, with one lever, for traction or belt work; all on one motor speed. Heavy-duty Waukesha motor uses gasoline or kerosene without carburetor changes. Dixie H.T. Ignition with impulse starter. Perfex Radiator. Kingston Carburetor. The Heider calls for less service than any other tractor. Let us tell you about its construction.

Our line comprises: Tractors, Power Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, etc.

"WATERLOO" CHAMPION SEPARATORS

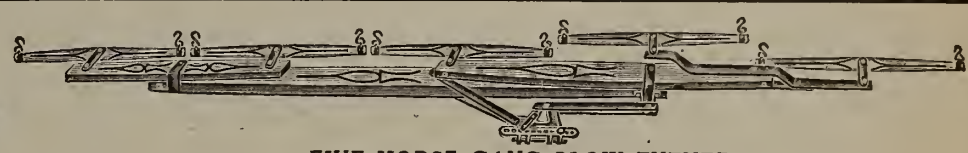
Canada's foremost Threshers. Guaranteed Grain Savers. A size for every tractor owner: 20x36, 24x36, 24x42, 28x42, 33x52, 36x56 and 40x62. Get descriptive literature and agency proposition.

THE WATERLOO MANUFACTURING CO. LTD.

REGINA PORTAGE LA PRAIRIE SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

COMBINED TWO AND THREE-HORSE EQUALIZERS



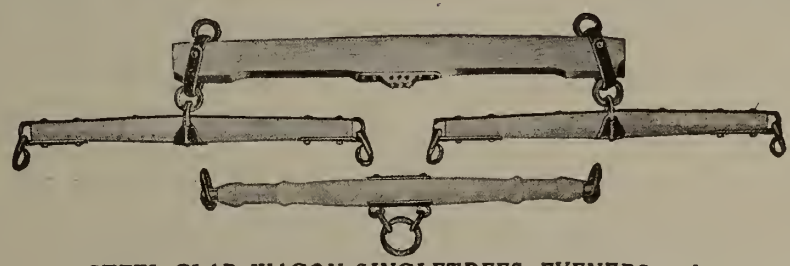
FIVE HORSE GANG PLOW EVENERS

Remember--"If it Comes from Gregg it Must be Good"

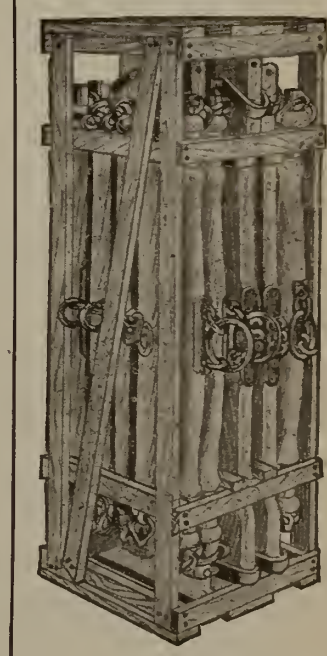
WHEN YOU ORDER

Ask Your Jobber For

GREGG WOODS



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS



Quick Sellers

Crated Sets of steel-clad wagon singletrees, eveners and neckyokes, including: 6 eveners, 2x4 or 4½x48; 6 neckyokes, 2¾x42 or 3x48; 12 full strap singletrees, 2¾ or 2⅝x36 inches. Attractively painted, striped and varnished. Weight: 240 lbs.

GREGG Dependability Has No Substitute

When a dealer sells Gregg Wagon and Implement Woods he handles a line that has no equal. Eveners and hitches that stand the strain of the heaviest farm service—because Gregg Woods are specially selected, inspected and tested in every manufacturing operation. You cannot afford to sell wood goods that will break—goods where paint and varnish may cover imperfections in stock. For clean, satisfactory business, handle Gregg Woods—the line that holds the lead for value, materials, quality, endurance and finish. All leading jobbers handle Gregg. They have proven that Gregg goods are dependable for every farm use.

More Sales—More Profits—Repeat Orders

DEALERS:

Pay us a visit during Winnipeg Bonspiel, February 10—21. Our factory is located at 601 Bowman Avenue, Elmwood. We'll be glad to show you how Gregg Goods are manufactured.

There is a Gregg hitch for every possible combination the farmer wants for both horse and tractor haulage. Why not investigate the hitch requirements of your customers and show them how Gregg Goods permit any combination of implements for field work—from seeding to harvesting. Our line is complete.

WE MANUFACTURE: Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets, 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 5 and 6-Horse Tandem Eveners. WAGON HARDWARE: Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

GREGG MANUFACTURING CO., LTD.

Winnipeg, Manitoba

The Cletrac Tractor and Power Farming School

By Ed. E. Arkney, Engineering Dept., The Cleveland Tractor Company

Although the tractor industry is still young and comparatively undeveloped, it has shown such certain promise of expansion and profit that high grade men from almost every line of industry are eagely seeking a place in the tractor business. These men are already finished salesmen, but they are generally unfamiliar with tractors, and almost without exception they lack the fundamental knowledge of tractor farming so necessary to success in the tractor field.

To meet this situation; to teach new salesmen quickly and thoroughly, and at the same time to provide a comprehensive course of instruction for new service men and even for owners, The Cleveland Tractor Company has established the Cletrac School at Cleveland, Ohio.

The objects of this school are first, to impart a thorough working knowledge of the Cletrac's construction, operation and maintenance, and second, to teach the fundamental principles of tractor farming in this part of the course, subordinating the Cletrac to the more general subject of mechanical power on the farm.

Throughout the mechanical course, salesmen and owners are required to make a standard of B, while service men both from The Cleveland Tractor Company and from dealer organizations, must make A or excellent. In other words, the work is given with a view to strengthening each individual's future work in the tractor field. In every instance the individual needs of each student govern his instruction. The school is open without charge to all who are interested in the sale or use of the Cletrac.

The E-B Development Club

A feature of the recent branch managers' meeting of the Emerson-Brantingham Implement Co., at Rockford, Ill., was the associate meeting of the E-B Development Club. This is an honorary organization of E-B salesmen who have achieved distinct success in their work. The principal qualification for membership is that the salesman must have a yearly sales volume of over one hundred thousand dollars. There were thirty-nine members in attendance at the Rockford sessions.

Every man's hat covers his hobby.

Handling the Potato Crop

As an item of food the lowly potato bulks large in the public eye these days. In our Western cities potatoes are now selling at over $2.00 a bushel; in Minneapolis they have been quoted retail at $4.50 a bushel. These figures go to show that from the standpoint of the farmer, the potato has become something worth considering from a production standpoint. This is also proven by the record of the potato crop in the Prairie Provinces during 1919. Few of us in the farm machinery business realize the magnitude of this crop. Just consider the following official figures in connection with potatoes:

During 1919 the area devoted to potatoes in Western Canada was over 154,024 acres. The average yield of tubers was 163 bushels to the acre, that at the first of the marketing season sold at 85 cents a bushel, now retailing at over double that price. Taking the value of the potato crop in the three provinces, we find the very satisfactory financial return of $21,851,000. Few implement men consider that the Prairie Provinces raised nearly twenty-two million dollars' worth of potatoes last year.

In 1918 the acreage in Western Canada was 150,042, and the average yield 123 bushels to the acre; the average selling price being 88c per bushel. The total value of the crop in that year was $14,796,500.

Members of the Emerson-Brantingham Development Club

Every dealer has his maximum carrying capacity. Any jobber or manufacturer who overloads him, not only injures the dealer but commits a definite sin against trade.

Farm Machinery—as a line—is not one of the things a dealer can take on trust. He can't afford to risk it. His reputation rests upon the dependability of the machines he sells.

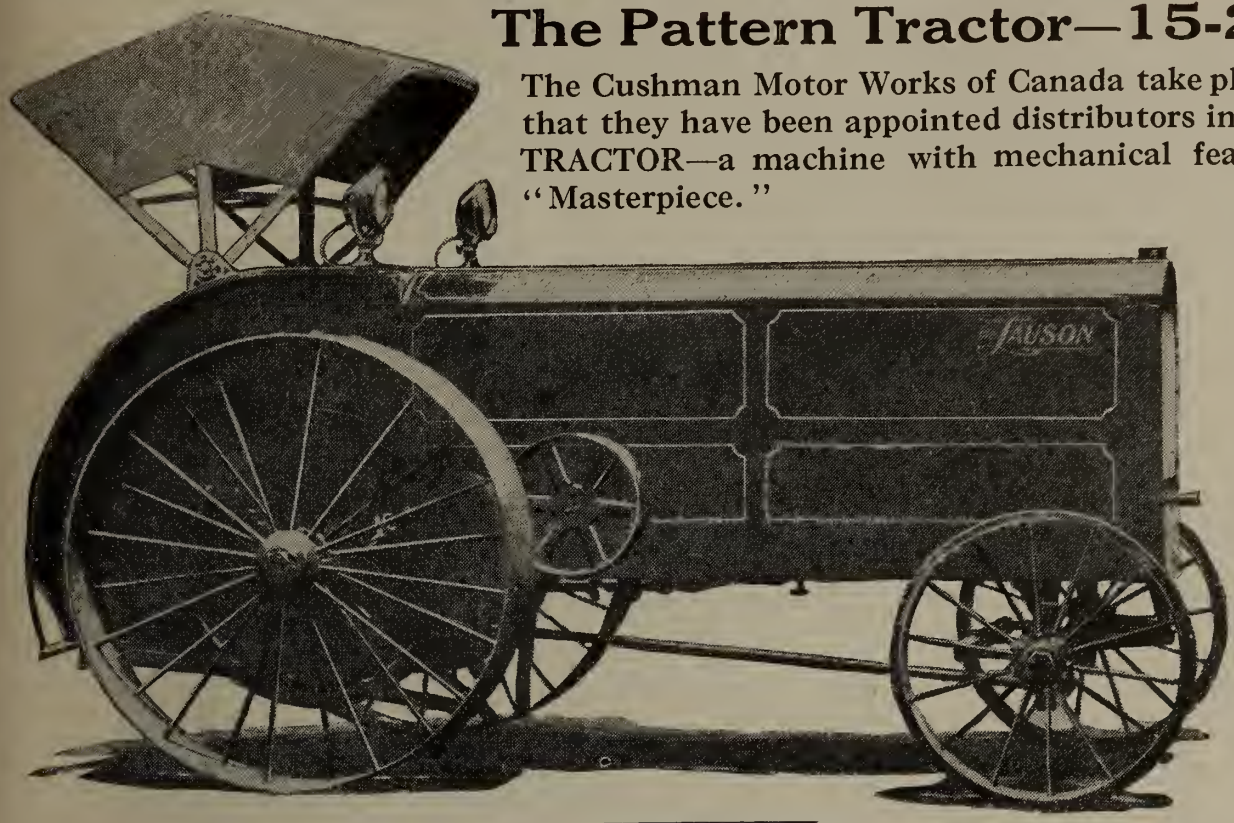
Reputation—that's the reason why Anderson-Roe Lines ensure permanent, satisfactory business. Emerson-Brantingham Implements, Tudhope and Munro, McIntosh Vehicles, Woodstock Wagons, and "O. K." Canadian Potato Machinery, are household words all over Canada. Years of satisfactory service and fair dealing are behind each machine. Farmers KNOW that the dealer selling Anderson-Roe Goods is handling machine value and reliability.

Satisfaction—for the farmer and the dealer is part of every sale. Service to your customers is your biggest asset. Back your business by Anderson-Roe Service, through our Branches at central points. It will add prestige to your name, and build confidence in your customers. ***Dealers:***—Anderson-Roe Lines will give your district an enhanced impression of your business. Let's show you our selection during Winnipeg Bonspiel. Come right in.

Cushman Are Now . . Distributing Lauson

The Pattern Tractor—15-25 and 15-30 H.P.

The Cushman Motor Works of Canada take pleasure in announcing to the trade that they have been appointed distributors in Western Canada for the LAUSON TRACTOR—a machine with mechanical features which make it the Tractor "Masterpiece."



DUST-PROOF—WITH ALL GEARS ENCLOSED

The Full Jewel Tractor—of superior construction and correct design. All gears run in oil. Twenty-four Hyatt and Timken roller and ball bearings. The Lauson 15-25 and 15-30 are the right sizes for the farmer. Plenty of power on draw-bar for three plows, depending on soil condition, and sufficient belt power for separators 24-in. to 28-in., depending upon make, and the larger size feed cutters and other heavy belt work.

15-25 belt driven fan; 15-30 gear driven fan.

"Siphon Air Washer" which completely washes the air before it enters the carburetor, completely removing all dust, even the smallest particles.

Sylphon thermostat.

The Lauson 15-25 and 15-30 specifications are an index of tractor character.

The Lauson 15-25, canopy top not regularly furnished; the Lauson 15-30, canopy top regularly furnished.

LINCOLN 24x46 SEPARATORS

The Perfect Thresher for use with small tractor. Ideal to sell the owner of a 10—20 or 12—24 Tractor. Strongly built; exceptional capacity. Can be furnished with Hand Feed or Wind Stacker, or with full equipment. Ask for particulars of the 1920 model.

DEALERS: Now is the Time to get Agency

Study the Lauson Tractor in detail and prove for yourself why Lauson improved features will ensure you the tractor business in your territory. Complete particulars gladly sent to you on request.

Pay us a visit during Winnipeg Bonspiel—February 10-21. We will be glad to have you investigate our complete line.

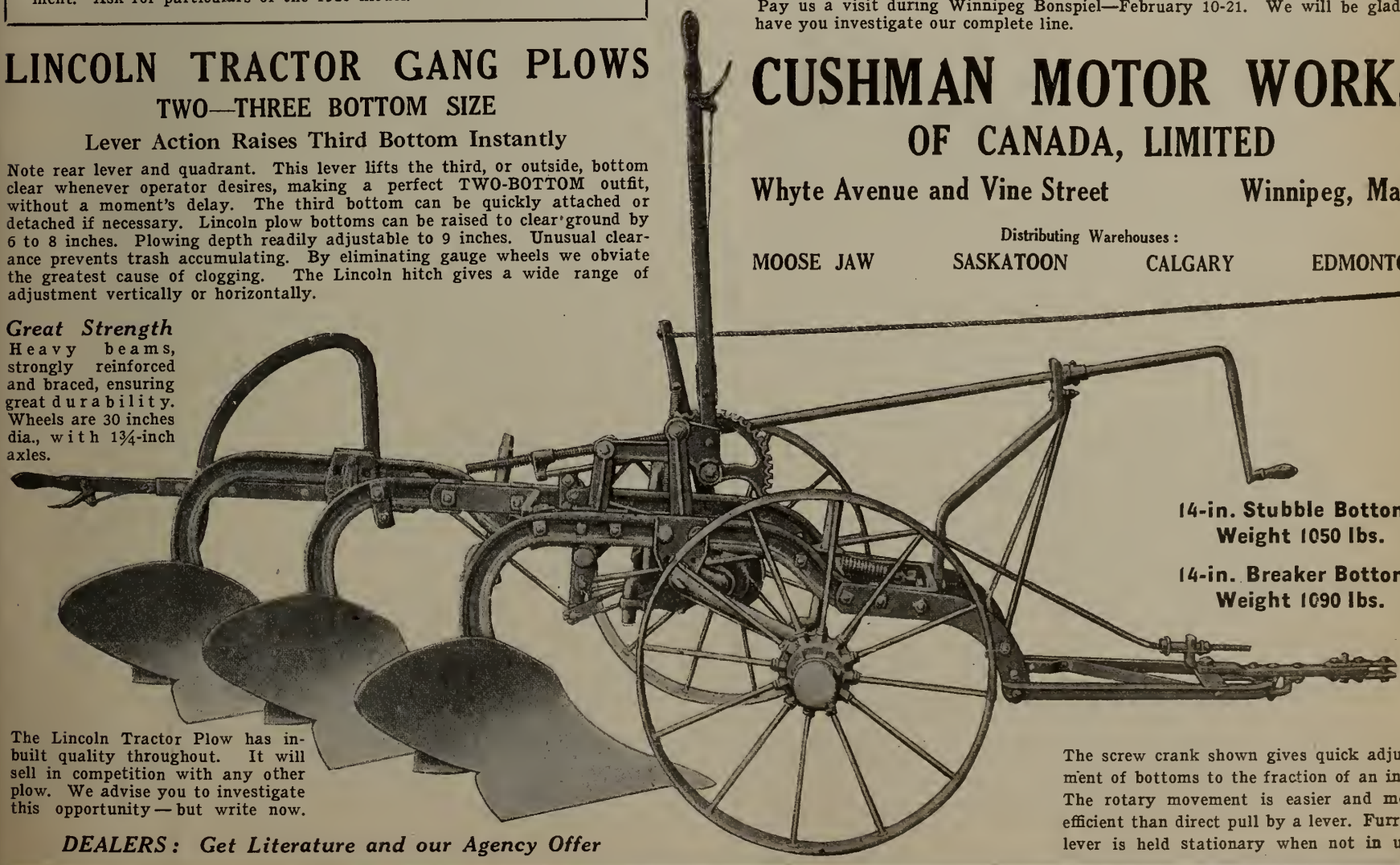
LINCOLN TRACTOR GANG PLOWS

TWO—THREE BOTTOM SIZE

Lever Action Raises Third Bottom Instantly

Note rear lever and quadrant. This lever lifts the third, or outside, bottom clear whenever operator desires, making a perfect TWO-BOTTOM outfit, without a moment's delay. The third bottom can be quickly attached or detached if necessary. Lincoln plow bottoms can be raised to clear ground by 6 to 8 inches. Plowing depth readily adjustable to 9 inches. Unusual clearance prevents trash accumulating. By eliminating gauge wheels we obviate the greatest cause of clogging. The Lincoln hitch gives a wide range of adjustment vertically or horizontally.

Great Strength
Heavy beams, strongly reinforced and braced, ensuring great durability. Wheels are 30 inches dia., with 1¾-inch axles.



14-in. Stubble Bottoms
Weight 1050 lbs.

14-in. Breaker Bottoms
Weight 1090 lbs.

The Lincoln Tractor Plow has in-built quality throughout. It will sell in competition with any other plow. We advise you to investigate this opportunity — but write now.

The screw crank shown gives quick adjustment of bottoms to the fraction of an inch. The rotary movement is easier and more efficient than direct pull by a lever. Furrow lever is held stationary when not in use.

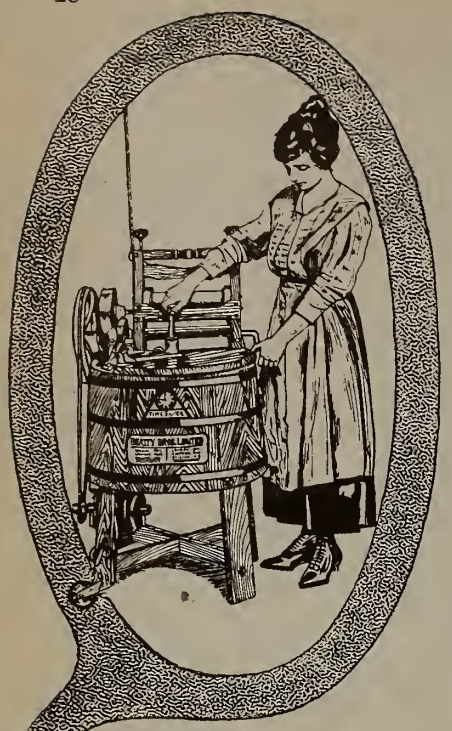
DEALERS: Get Literature and our Agency Offer

CUSHMAN MOTOR WORKS
OF CANADA, LIMITED

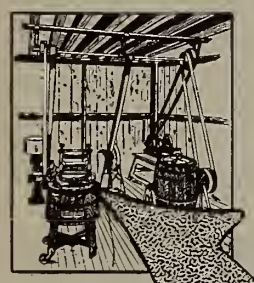
Whyte Avenue and Vine Street **Winnipeg, Man.**

Distributing Warehouses:

MOOSE JAW SASKATOON CALGARY EDMONTON



NO Fumes



Sell the Time Saver Engine Drive Washer with a good engine and a BT Line Shaft. The operator does not get the gasoline fumes as she does when the engine is attached to the washer.

TIME SAVER

Time Saver Engine Drive Washer

The small engines attached to some washers are a troublesome proposition. The engine runs under variable conditions. Women don't understand it. It means numerous trips on your part to make explanations and repairs.

A larger engine with a line shaft will run the washer better. It will give you less trouble. It will run other machinery as well. Send to our nearest branch for catalogue.

Beatty Bros. Limited

St. John, N.B. Fergus, Ont.
Montreal Que. Winnipeg, Man.
London, Ont. Edmonton, Alta.
Vancouver, B.C.
London, Eng.: 16 Holborn Viaduct, E.C.1.

The Dealer's Repair Service

By GEO. W. PERRIN,
Mgr. Repair Service Dept., Avery Company

Repairs are something that the ordinary user of power machinery has very little or no interest in until something goes wrong. When that happens he is all interest right away. He wants the necessary repairs right at hand so he can put them right on the machine and continue operation. The chances are if he would break any part of the machinery at a time other than when he is using it, he would have ample time to put the machine in repair. But here the trouble lies—he does not do it when he has spare time.

It seems to be true that a very small percentage of the operators are mechanics. Many of them seem content to let the machine run just as long as it will operate successfully, or even run. There is only one way to remedy this deficiency and that is, "Educate the user to keep his machine in perfect working condition." Watch it closely, all the time never neglect it. When he sees that parts are wearing out, he should order spare parts and have them on hand, as the loss due to delivery in transportation costs the user much more than would the investment in a few extra parts to be kept in stock.

Have Extra Parts

Another thing that the user should be educated to do is to fortify himself against breakages on inexpensive parts. Quite often small parts will wear out rapidly or will break frequently and will put the machine out of operation just as though it was a repair that cost twenty-five or fifty dollars. He learns from experience that this part breaks without any apparent cause, as far as he could see.

It is advisable to have a few extra piston rings, possibly a couple of extra valves, valve springs, an extra connecting rod crank box, possibly certain parts in connection with the clutch, two or three spare carburetor parts, several extra magneto parts. This entire equipment would not cost the user over twenty or twenty-five dollars, and surely that is a very small item to take into consideration as compared with the operation of the machine at the time when it must be operated.

Separator Repairs

What is true of tractors is also true of separators. There are certain parts on separators that continually wear out or break. In some makes of machines the user would not think of having on hand less than two or three hundred extra teeth. He knows from experience that he cannot operate without teeth in the cylinder, and that he breaks a great many of them in a season. The same is true of sprocket chains. That is as far as the user goes. When it comes to other parts of the machines that will possibly wear out in one season's use, or may require replacement about once a season or once in two seasons, he neglects, although these particular parts tie up the machine to the same extent as the teeth or sprocket chains. We refer particularly to small pitmans, wooden boxes, small sprockets, shaker hangers and rocker arms. Also small boxes, both babbitted and unbabbitted. They are allowed to get in such bad shape that they throw the chaffer off centre, and consequently tear things to pieces.

The Dealer's Obligation

When a user buys a machine through a dealer there is a moral obligation that a dealer has to assume. Although there may not be any word spoken between them, at the same time the user surely expects to secure from the dealer instantaneous service. In fact, he has been educated to realize this and to rely on him on certain class of machines, such as binders, spreaders, seeders, windmills, etc.

The dealer has an interest in seeing that the user keeps up his machine. It is really to his interest to encourage the user to keep his machine in good working order. The dealer can't anticipate all the user's demands, but he can and does anticipate them to a certain extent. The first evidence of good faith on the dealer's part is to tie up to a line that he intends to stick to in the first place. Nothing will hurt his business quicker than changing lines, because if he disappoints the user in giving service to some machine he has previously sold to him.

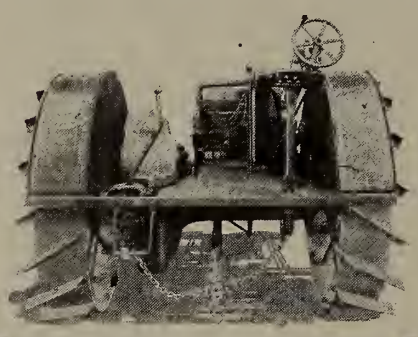
When the dealer receives a "rush" repair order, he should back up his obligations to the user by getting quick action on the user's order. When the user comes in or telephones in for a certain part which is not on hand, and the dealer assures the user that he will telegraph or telephone for it right away, he should do so immediately instead of waiting a day or two and then ordering by letter.

The dealer should also be educated to the fact that repair parts are not carried in unlimited quantities either at branches or at the factory. There is always a possibility of a part not being on hand at either place, and while it is true that every manufacturer endeavors to keep repair parts on hand to the extent that he may give prompt service, there are, often times, conditions beyond his control.

Prospective Repair Needs

A dealer should not hesitate to inquire of the user frequently as to the operation of his machine and whether he is in need of anything, so that the dealer can provide it for him. This is the kind of interest that he is going to bring the dealer business, and it is not going to cause him any inconvenience to get it. In other words, a sincere desire on the dealer's part to serve his trade will bring him trade with less effort and expense than the spasmodic intensive canvassing during certain periods of the year.

We might illustrate the importance of repair service by the second-hand auto parts business which has sprung up all over Canada.



Plenty of Room to Work

Note the roomy platform space and the adjustable drawbar which can be placed in the exact position to pull any machine without draft and do a perfect job. This is only one of the many features of the

STINSON

Adjustable Front Truck

4-Wheel 18-36 Tractor.

DEALERS:—It's worth your : : while to investigate : :

Distributors and Service Station for Province of Manitoba

Tractioneers LIMITED

11 NOTRE DAME AVE.—(Cor. Tache)
ST. BONIFACE, MAN.

Saskatchewan Grain Growers Ass'n
REGINA, SASK.

Distributors and Service Station for Province of Saskatchewan

The Sales Possibilities for Power and Light Plants, and Necessary Equipment

THE hour is ripe for the farmer market. The tremendous buying power of the farmer and rural dweller is waiting for aggressive men to develop.

As far as farm lighting and power plant sales are concerned, the market has hardly been touched. The automobile demonstrates what can be done, and what kind of a buyer the farmer is.

In two decades, automobile sales in Canada have exceeded $450,000,000. How much has the farmer contributed to these enormous figures? In Ontario 65,000 cars are owned outside of cities; in Quebec and the Maritime Provinces 60% are owned outside of cities, and in the Prairie Provinces nearly 80% are owned by the rural population.

The market for power and light plants in rural districts is potentially as great as the number of automobiles now owned in those districts. Like the automobile, the power and light plant is a necessity to the farmer and rural dweller, because it means greater comfort, convenience and economy, and labor saving. The shortage of farm labor has forced the farmer to depend more and more upon labor saving equipment.

That the farmer needs power and electric light plants is evident by the growth of hydro service in those parts of the country which are served by the great transmission lines. Thousands of inquiries for hydro service have been made in Ontario, the greater portion of which cannot be supplied.

In the Prairie Provinces over 11,000 self-contained electric light plants have been sold. In Ontario 2,130 plants have been installed, of which number 25% have been sold during the last twelve months alone.

These rural dwellers have learned that better equipment produces better returns.

Great as is the profit to be made from the sale of "F" Power and Light Plants, still more money will be made from their installation and the sale of equipment, such as electric washing machines, churns, vacuum cleaners, irons, cream separators, water pumps and water systems, which will more than double the sales possibilities of the plants themselves.

The sale of Fairbanks-Morse "F" Power and Light Plants will run into millions of dollars for those men who are awake to the possibilities of this business.

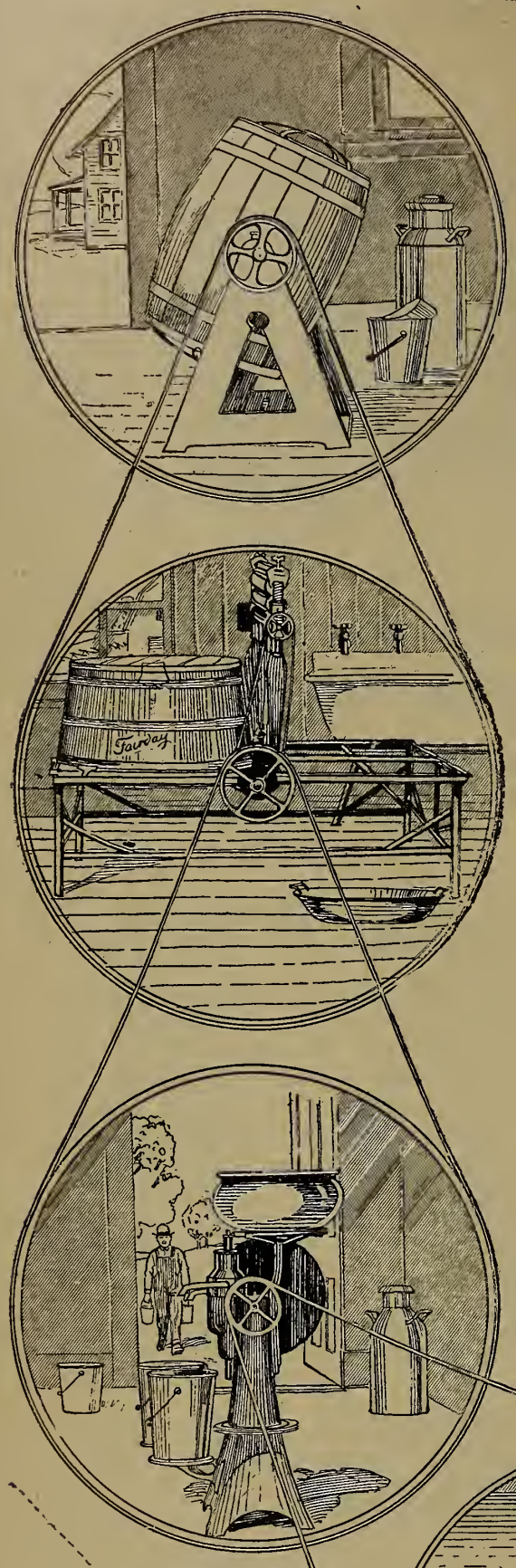
AGENTS WANTED

Exclusive territories for this agency are now being allotted. If you want to make money, and make it faster than you have ever made it before, send the Dealer's coupon inside this insert, with your letter-head, to our nearest branch, asking that your territory be reserved for you.

FAIRBANKS-MORSE QUALITY F M 100 p.p.

The Canadian Fairbanks-Morse Co., Limited

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA TORONTO HAMILTON
WINDSOR WINNIPEG SASKATOON REGINA CALGARY
VANCOUVER VICTORIA



If You Want Greater Comf
Install a Fairb
"F" Power ar

IN a short time you will find that this plant is the biggest thing on your farm. Big in value, in comparison with the purchase price—big in the amount of drudgery it saves you—big in its labor-saving for your wife—big in its convenience—big in its comfort—big in its economy.

It is a separate unit plant, driven by the famous "Z" Engine, which more than 250,000 farmers are using. It permits of the greatest possible saving in power, because you can utilize the full power of the engine to drive other machinery by simply unbelting the generator and driving direct from the engine, thereby saving the 50% power loss caused by driving machinery with motors.

And you can, if you wish, drive another machine while you are charging your batteries.

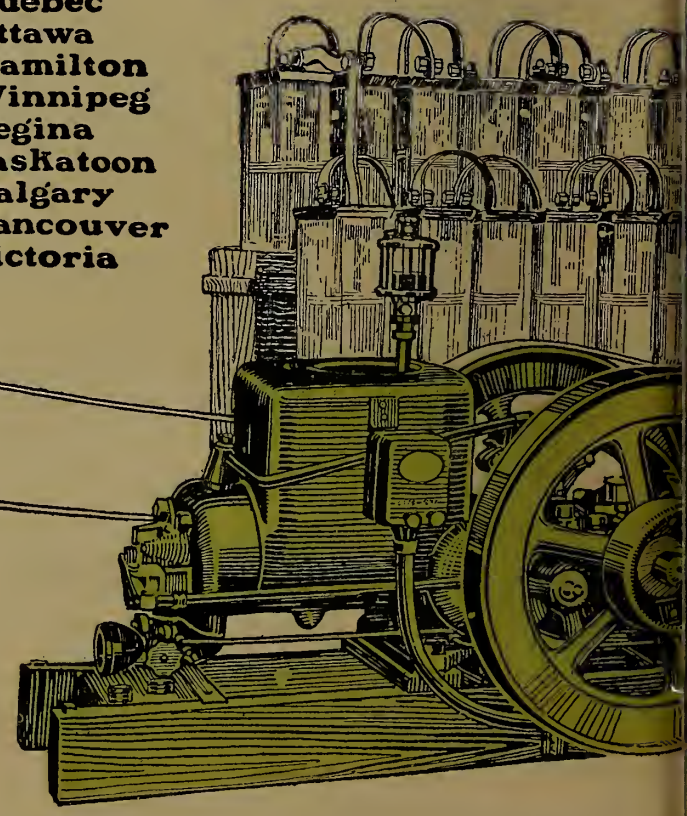
It is so simple that any boy can run it. There are no costly,

Agents

We need good live agents in ever coupon on the left corner and send it for full particulars of the biggest and

The Canadian Fa

Montreal **Quebec**
St. John **Ottawa**
Toronto **Hamilton**
Windsor **Winnipeg**
Regina
Saskatoon
Calgary
Vancouver
Victoria



Clip Coupon Here

DEALER'S COUPON

Fill in this coupon and enclose it with your letter-head and mail to our nearest branch for full particulars of Fairbanks-Morse "F" Power and Light Plant Agency.

Name.....

Address.....

F. I.

This is the first ad of the "F" Power and Light Plant

..Efficiency, and Economy.

nks-Morse Light Plant

licate parts to get out of order, and it requires little attention and dom needs adjustment or repairs.

It is strong, sturdy and the most efficient Power and Light Plant ade. It has ample power to drive a churn, separator, pump, washing achine, etc., direct from the engine or from a line shaft, and it will rnish a flood of clean, brilliant light in your house and other build-gs, whenever you push the button. It also furnishes current for cuum cleaner, electric iron, toaster, coffee percolator, etc., and ere are no smelly lamps to fill and clean, and no danger of fire.

Thousands of farmers and rural residents will soon be equipped th a "F" Power and Light Plant, because it saves labor, time, worry d enough money to pay for itself. Clip the coupon on the right rner and send it to our nearest branch for full information. It ces you under no obligation.

anted

y and district in Canada. Clip the ur letterhead, to our nearest office selling proposition on the market.

banks-Morse Co.
Limited

40-LIGHT PLANT
$495.00 F.O.B. Toronto

Also made in 65, 100 and 200-light sizes

Clip Coupon Here

USER'S COUPON

Canadian Fairbanks-Morse Co. Limited

Tell me, without obligation, the advantages of Fairbanks-Morse Power and Light Plant.

Name .....

Address .....

es, which is being published throughout Canada

OPPORTUNITY

The Greatest Money-making Agency in Canada

Wherever there is an oil lamp on a farm there is an opportunity for a lighting plant sale.

WE want at once, aggressive representatives in every section of Canada to handle the "F" Power & Light Plant Agency. The market for farm lighting and power plants is second only to the automobile field—we know that to be true because we have made a thorough investigation of the rural market in every province.

To supply the number of plants which can be sold *now*, were every district in the country in the hands of aggressive agents, would take the Fairbanks-Morse factories several years, running day and night.

The Fairbanks-Morse "F" Power and Light Plant fills the requirements of this immense market. We know it to be the lowest-priced plant made—we know it is the most flexible and economical in operation, and we know it is the most efficient plant ever constructed.

Behind this superior equipment stands The Canadian Fairbanks-Morse Co., Limited, with an intensive plan of co-operation, through which you cannot help selling the "F" Power and Light Plant.

THE DOMINATING ADVERTISING CAMPAIGN FOR 1920

will blanket practically every prospective buyer of a farm lighting system in Canada, and every inquiry which it produces will be turned over at once to our agencies to follow up for sales.

The representatives selected to fit into this organization, to cash-in on such a tremendous money-making proposition as the selling and installation of our "F" Power and Light Plant, must have known responsibility and be willing to work the territory as it has never been worked before.

Each agent must make it his business to see that every plant is properly installed, and he must be able to render service to those to whom he sells. He need not be a practical electrician himself, but he should be able to hire one, or form a working connection with one already established.

He must invest in a plant for demonstration purposes, for we know *this is the one successful way* to sell lighting plants. People insist on being shown before they buy.

He must realize the great possibilities each installation offers for selling other electrical equipment; he must be capable of handling a business which will make his bank account grow by thousands of dollars each year.

If you mean business, fill in the Dealer's coupon inside this insert now, with your letter-head, and send it to our Branch nearest you.

FAIRBANKS-MORSE QUALITY F M 100%

The Canadian Fairbanks-Morse Co., Limited

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA TORONTO HAMILTON
WINDSOR WINNIPEG SASKATOON REGINA CALGARY
VANCOUVER VICTORIA

With the Manufacturers

The Dayton Airless Tire Co. of Canada, Ltd., Toronto, has gone into voluntary liquidation.

The Stinson Tractor Co., of Superior, Wis., will soon open a branch factory at Eau Claire, Wis.

The American Grain Separator Co. (Canada) Ltd., has been incorporated at Winnipeg, W. H. Lewis being named as agent.

The Tractor Appliance Co., New Holstein, Wis., has been organized to manufacture the Siphon air washer for tractors.

The Saskatchewan Gazette states that the capital of Manitoba Engines, Limited, has been increased from $20,000 to $300,000.

The surrender of the charter of the McGregor-Banwell Fence Co., Hamilton, Ont., has been accepted by the Provincial Secretary.

The Canada Pole and Shaft Company, Ltd., has been granted permission to change its name to General Forgings and Stampings, Ltd.

The Stromberg Motor Devices Co., Chicago, is preparing to build a six-story factory, 75x150, at 2447-2449 South Wabash Ave., to cost $300,000.

The Stoughton (Wis.) plant of the Moline Plow Co. has effected a material increase in capacity by the completion of a three-story building, 64x120 feet.

The Madison-Kipp Corp., Madison, Wis., manufacturers of lubricators, has begun the erection of a large addition to its plant. The new structure will be 60x200, five stories.

The Allis-Chalmers Mfg. Co., Milwaukee, Wis., has opened headquarters for its tractors at 310 Washington Avenue North, Minneapolis, for Minnesota and western Wisconsin.

The Hart-Parr Co., Charles City, Ia., has ordered plans for a factory addition, 33x275, with a view to increasing capacity and enlarging the farm tractor output to the extent of 25 per cent.

The Plowman Tractor Company, Waterloo, Iowa, have established a sales office at 914 Plymouth Building, Minneapolis, Minn., to take care of their rapidly growing business in the northwest,

The Spokane Steam Tractor Co., Spokane, Wash., has been incorporated with a capital stock of $150,000. The company will manufacture steam engines as motive power for farm equipment.

W. H. Wortman, formerly head of the firm of Wortman & Ward, manufacturers of pumps, washing machines, etc., at London, Ont., is in a very critical condition, following a stroke of paralysis.

The Fiat Co., of Turin, Italy, have established a sales agency at Montreal for their tractors and automobiles. It is under the control of Dr. Elmo de Paoli, and is known as the Italo-Canadian Motors Co.

The American Pump & Sprayer Company have moved their headquarters to Minneapolis from Marshalltown, Iowa. The company are negotiating for a site and contemplate the erection of a $200,000 plant.

The J. I. Case Plow Works Co., Racine, Wis., has acquired a four-acre tract upon which it will erect new foundries and machine shops costing $500,000. The facilities will be used largely for the tractor department.

The purchase of 68 more acres of land in Janesville, Wis., has been effected by the General Motors Corporation to be held for the future development of the Samson Tractor Company. Purchase price was about $40,000.

The Samson Tractor Company, Janesville, Wis., who are operating one of the largest foundries in the middle west, have announced plans for the erection of two more units, each equal in size to the one working at present.

It is reported that the Studebaker Corp. has made plans for another large increase in its manufacturing facilities in South Bend. The corporation is now building factory additions which will add over 3,000,000 square feet of space.

The Louden Machinery Co., Fairfield, Ia., has doubled its capital stock, making the total now $1,500,000. The object is to provide for enlargement of the product to meet the increasing demand, both in the domestic and foreign trade.

The J. I. Case Plow Works Co., Racine, announce the opening of display and sales rooms at the Grand Central Palace, 480 Lexington Ave., New York City, in charge of Beverley M. Value, foreign representative. An extensive display of Wallis tractors and J. I. Case implements will be made.

The Studebaker Corporation of South Bend, Ind., are about to complete the erection of a $15,000,000 addition to their already mammoth manufacturing plant. The new plant will produce all castings, forgings, and stampings for Studebaker cars.

Officials of Deere & Co., Moline, Ill., have announced a new plan in accordance with which employees may purchase preferred stock of the corporation. Half a million dollars' worth of a new issue of preferred is available for employees. The stock, of a par value of $100, is being sold at $78 a share.

Many a man has failed to win success because he has tried to keep too many irons in the fire. Do, at least, one thing well.

FOX AUTOMATIC PICKLER

Same Construction and heavy high-grade material as in past. Built to last a lifetime.

CONSTRUCTION: 26 gauge galvanized iron with steel frame.

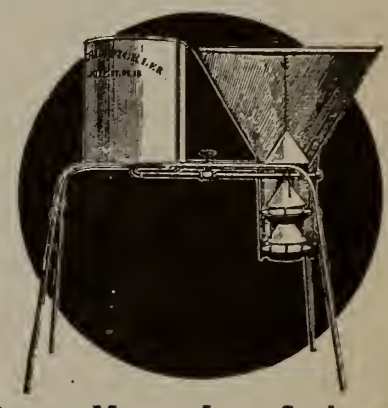
CAPACITY: 125 Bushels per hour.

EFFICIENCY: Thoroughly sprinkles and turns the grain over four times.

This pickler is not in the experimental stage, but has been on the market for years. Built for service and satisfaction.

AGENTS WANTED AT ALL POINTS IN THE THREE PROVINCES

MANUFACTURED AND SOLD BY

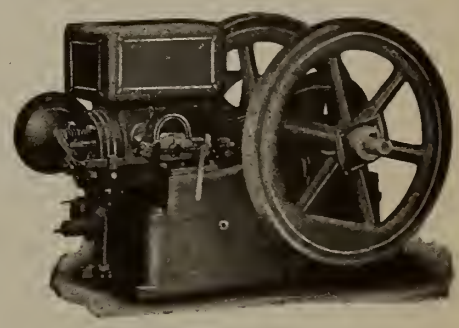


CANADIAN SPECIALTY CO. :: Moose Jaw, Sask.

Distributors for Manitoba: McDONALD & McKINNON, 156 Princess St., Winnipeg

JUMBO Kerosene-Gasoline ENGINES

3, 5 and 7 H.P.



Put the Punch into Engine Business

Don't decide on an engine line until you investigate JUMBO Throttling Governor Oil Engines. High grade, economical and dependable. Use kerosene and all cheap fuels. Develops full rated power. Built on strong iron sub-base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG REGINA SASKATOON CALGARY

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Big Tractor Production

Estimates compiled from information given by tractor manufacturers in the United States, show that the tractor plants in that country will turn out more than 300,000 tractors in 1920. Some authorities estimate that the production will reach 310,000 machines, but production will naturally depend upon the ability of the manufacturers to get sufficient material and labor.

Figures of the estimated production of tractors in the United States are based on the most reliable data available. In 1909 only 2,300 tractors were produced; in 1911 this rose to 7,400. From 1914 the figures are as follows: 1914, 10,400; 1915, 21,900; 1916, 28,000; 1917, 62,742; 1918, 135,000; 1919, 175,000. Estimated production for 1920, approximately 300,000 tractors. One authority states that 72 concerns will build the three hundred thousand machines, and of the total 262,500 will be made by twelve companies.

In the prairie provinces, it is computed that no less than 25,000 tractors were in use last year. Between 7,000 and 8,000 machines were sold in 1919, approximately 6,500 in 1918, and around 5,000 in 1917. Conditions indicate a record tractor trade in the Canadian West during 1920.

The Extension of Credit

A feature affecting the cost of farm machinery is the practise of doing business on time. There is no economic reason why the farmer should not pay cash for an implement, even as he does for groceries, clothes and other merchandise. He will buy an automobile for cash—why not an essential like the binder, plow or tractor? There are non-collectible bills in the farm machinery trade which the manufacturer must provide against by carrying a reserve to take care of credit business and losses. With the total volume of farm machinery business amounting to millions of dollars, the effect of even a small percentage of time business can be realized.

It can be readily seen that the dealer cannot extend credit to his customers in the same way as the manufacturers extend credit to the dealer.

First, while the retailer's amount of ready cash may be considerably less than the amount of his purchases, he has other assets which he can either liquidate or which will be productive of certain income within the period of the contract. It is calculated by the manufacturer that the retailer's sales will reach a certain amount for the season, therefore his purchases may equal a certain proportion of expected sales. The retail price must pay the dealer for his work of selecting, buying, storing and selling the goods as they are needed.

Interest bearing notes, taken on all time sales, net the dealer very satisfactory profits. Neither retailer nor manufacturer has sufficient capital to carry on unlimited credit business, unless the credits can be readily converted into liquid form, that is, be put in such shape that the financial burden of the community may be placed where it properly belongs, on the shoulders of the bank, whose business it is to loan money. To place sales in liquid form and thereby speed up capital turnover, it is necessary to ask for an interest-bearing note on large purchases where time is granted.

Association an Essential

Implement dealers are sometimes heard to say that they have been able to get along very well without belonging to any organization, but in this they speak erroneously. The dealer can get along without an association—just as he can do business, after a fashion, in a shack with no system of doing business or keeping business records. But modern business demands co-operation and individual efficiency, and only through association can better conditions, better methods be attained.

If organization is necessary for the manufacturers and wholesalers of farm machinery, it is equally so for the dealers. If 90 per cent of the retail implement trade would support the organizations serving them, as has practically 100 per cent of the manufacturers and wholesalers, less complaint would be heard regarding conditions in the retail trade.

Early Orders

Who is the logical man for the farmer to turn to in his efforts to secure advice regarding the best method to follow in overcoming the labor problem? The implement dealer will surely figure very prominently in the solution of this situation and it is his duty to be prepared with the very best labor saving farm machinery to offer his customers. And to be prepared it means that the dealer must order early so as to be sure of getting the machinery shipped before needed in the field, as manufacturers may be handicapped in making delivery if orders are left until the last moment.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

SUBSCRIPTIONS
$1.00 per year in Canada: Foreign $1.25 per year Single Copies, Ten Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, FEBRUARY, 1920.

As Regards Prices

In the meantime, in connection with the vast majority of commodities, prices are firm or advancing. In most cases, no reductions are in sight, production cost and that of operation expenses combining against the possibility of lower prices. Every trade can give reasons why prices or wages in its particular line, cannot be reduced. In the implement industry, from the manufacturing side, more items of cost are advancing than declining, so that the prices of farm equipment, on the whole, will surely be maintained for the coming season. The strike in the steel industry has vitally affected production in that line so that raw materials may show an increased value.

There is much in the situation that is paradoxical. Farmers are adjured to raise larger crops so that the cost of living may be reduced for the dwellers in towns and cities, as a result of supply exceeding demand. On the other hand, in many instances, the workers in towns and cities are organizing and even striking for shorter hours and higher wages. The result is that the reduction of working hours restricts the supply of the goods the farmer requires, while higher wages for the workers increase the cost of these goods to the farmer. Another point is that higher wages in the factory attracts labor to the city, reducing food production and adding to the farmer's burden. The only solution to the present price condition is increased production, economy and thrift by all units in the nation, in city or country. On labor rests a grave responsibility to attain unit production and maintain steady distribution of goods. On business rests a grave responsibility for efficient co-operation in bringing about full production. The entire nation, producer, distributor and consumer alike, should revert to the spirit of unity and team work that won the war. Manufacturer, farmer, distributor, worker—each must assume his share of the burden. Group interest must give way to the interest of the community and the nation.

Business Failures in Canada

According to Bradstreets, there were 625 business failures in Canada during 1919, with total assets of $5,329,214 and liabilities totalling $10,079,668. In 1918 there were 814 failures in the Dominion with assets $5,355,527, and liabilities $12,417,036.

Last year the failures by prov-

inces were as follows: Ontario, 151; Quebec, 257; New Brunswick, 10; Nova Scotia, 21; Prince Edward Island, 1; Manitoba, 56; Saskatchewan, 61; Alberta, 30; British Columbia, 38; Yukon Territory, none.

Th record of business failures in Canada for the past six years have been as follows: 1913, 1,827; 1914, 2,890; 1915, 2,626; 1916, 1,772; 1917, 1,110; 1918, 814, and in 1919, 625. In the United States the total business failures in 1919 were 5,550.

A Labor-Saving Line

With the prices obtaining for potatoes, it would seem evident that farmers are going to pay considerably more attention to this crop. From this fact it seems evident that the implement trade can do a good deal to increase business in the potato machinery line. A crop that needs considerable help to handle, the farmer is going to be a good prospect for the sale of up-to-date potato machinery. This class of implements affords good profits and when sold needs no experting or costly attendance. From the sale of plows for preparing the soil, we follow on to the potato planter for quickly and accurately setting the seed. Then for the eradication of insect life that injure the vines later in the season we have spraying machines, and for harvesting the crop the potato digger—an implement to which the binder engine can be attached so that fewer teams are required. Potato sorters and graders are natural adjuncts to the dealer's line of potato machinery.

In many districts the dealer can build a most satisfactory business along this line, trade that can be developed by propaganda on the part of the implement man as regards how the farmer can raise a large acreage of potatoes with minimum labor through the use of up-to-date machinery. The old-time, back-breaking tasks of seeding and harvesting the crop, can be eliminated by the planter and digger, and a large crop handled in less time and with infinitely less labor.

From the dealer's standpoint it would seem to be good business to carry sample machines for handling the potato crop in his warehouse. Manufacturers of this class of equipment will supply literature on their product, showing how the various machines handle the crop from seed selection to harvesting. Judicious advertising in the local paper before the planting and potato harvesting season is advisable, and circular letters addressed to prospects can be made effective by pointing out the value of potato growing, taking into consideration the present value of the crop. By arousing an interest in potato growing in his district and by consistently keeping a line of potato tools before his customers, the average dealer can secure most satisfactory business from this type of labor-saving farm machinery.

A Criticism of Tractor Discounts

Considerable discussion took place at the recent convention of the Illinois Implement Dealers' Association, on the question of tractor discounts. One dealer, C. H. Harrah, of Bushnell, Ill., contended that it was an insult to offer a dealer 15 per cent on tractors. The dealers, said he, who are selling tractors on a margin of 15 per cent are selling $1.00 for 85 cents. To sell tractors the dealer must give real service, not the service of manufacturers and factory men, it was contended.

The speaker said that a discount of 15 per cent might get by with some cross-roads dealer, where no service of any kind is given, and where men from the factories sell the tractors. He enumerated the things that go to make a heavy overhead on tractors, such as stocking machines out of season, the maintenance of service men and expert mechanics, and the time and money spent in selling. This dealer said that he thought a discount of 25 per cent was conservative, and that with a discount of 15 per cent a dealer had better spend his time selling something else, unless he was in business for fun or liked to tinker around machinery.

Only Good Men Wanted for Implement Business

The implement trade is getting past the point where when a fellow made a failure in anything else he went into the implement business; and it is getting past the point where the implement dealer feels he has got to be the banker for the entire community; and it is mighty important that it should get past those points, for until it does the implement dealer will never be in a position to meet competition, either of the mail order house or the co-operative concern.

Soop Her Oop!

WINNIPEG BONSPIEL

February 10th to 21st.

The frost is i' the air, Jock,
The snaw cam's skirlin' doon;
The lochs are brawly froze, Jock,
On the ootskairts o' the toon,
We ha'ed oor gowf a' Simmer
On mony bonny links,
But that's a stoopit game, Jock,
Tae kerlin' on the rinks

It warms a body's hairt, Jock,
The stanes come singin' doon,
When country rinks are oot to beat
The laddies in the Toon.
An' ilka 'nither lad, Jock,
In his Glengarry cap,
Wull be layin' doon the pat lid
An' fechtin' for the tap.

A'm growin' raither auld, Jock,
The creak is in ma banes,
But still I haud ma ain, Jock,
Wi' besom and wi' stanes.
So when the ice is keen, Jock,
An' winds cam wi' a nip,
Ye'll fin' amang the kerlin' bairns
Masel, Macpherson, Skip.

Personal

N. Shapilka is a new implement man at Gorlitz.

N. W. Bell opens a harness business at Craven.

W. Mills now operates a harness business at Sidney.

Frank Lisky is owner of a harness business at Raymore.

Jay Dimit, dealer at Togo, has sold out to Harmon Sharp.

R. Dunlop, dealer at Dunrea, has sold to Girardin & Son.

Sam Medd has closed his implement business at Pierson.

T. Simmons has opened an implement business at Konowall.

W. R. Clubb is owner of an automobile business at Morris.

O. H. Wenzel is now owner of an implement business at Leader.

The Red Star Vulcanizing Co., Calgary, is now out of business.

Federal Motors Sales Ltd. has been incorporated at Edmonton.

J. J. Titus has discontinued his automobile business at Newdale.

J. W. Heagy has discontinued business as a dealer at Assiniboia.

Arnold Neita has sold out his harness store at Pense.

J. P. Firlotte, dealer at Abbotsford, is succeeded by A. McPhee.

A change in the name of Ryan Motors Ltd., Regina, is reported.

J. F. Nolan, harness dealer, Blackie, has sold to W. C. Bloxham.

Jones & Stone, auto dealers, Vermilion, have sold to Harvey Bros.

F. R. Weaver controls a tire and vulcanizing business in Red Deer.

J. Kain, implement dealer at Dunblane. has sold out to E. Bogen.

Haney Bros. have opened an automobile business at Vermilion.

R. M. Walker has commenced an implement business at Waskateneau.

Smith & Culp, auto dealers, Limerick, have discontinued operations.

Hoare & Poach have opened an automobile trimming plant at Calgary.

J. T. Hanna, auto dealer, Macgregor, has sold to D. G. McLachlan.

Weins & Gutwin, auto dealers, Herbert, are reported to have sold out.

The Fortuna Cream Separator Co. has been incorporated at Winnipeg.

The Union Garage & Machine shop has been incorporated at Indian Head.

Gay & Everett are owners of a new automobile concern at Turtleford.

Jos. Peden, a dealer at Gadsby, has sold out to Stewart, Mason & Stewart.

Thebedeau & Taylor have opened a harness business at Bladworth.

S. G. Tobin, implement dealer at Leduc, has sold out to Bouska & Bergeson.

F. B. McIntyre succeeds J. D. Haley in an implement business at Star City.

Partnership is registered in the Brandon Machine & Implement Co., Brandon.

S. F. Bjarnson, a dealer at Wynyard, has sold out to Isfeld & Hallgrimson.

G. E. Saville has opened an auto repair and painting business at Pincher Creek.

Arnett & Goudry, automobile dealers at Alameda, have dissolved partnership.

A. Minall, harness dealer at Oak Lake, has sold out in that town to J. Findlay.

Baker & Reid have commenced as hardware manufacturers' agents at Calgary.

Proulx Bros. are a new concern specializing in motor construction at Vancouver.

S. Holmes has bought out the automobile business of F. Almond, at Eriksdale.

F. Horning, implement dealer, Simpson, has sold out his business to R. P. Bares.

G. Love has entered the Commercial Drive Motor Co., Vancouver, as a partner.

It is stated that G. E. Anderson has discontinued his implement business at Mortlach.

A. Becker, implement dealer, Langenburg, is stated to have sold out at that point.

The Stoughton Implement Co. have opened a branch business in the village of Heward.

McAllister & Cimby succeed J. W. Freeman in an automobile business at Edmonton.

J. F. Dalton, automobile dealer at Pense, has taken a brother as partner in the business.

R. J. Morrison, implement dealer, Pense, has sold out to a firm called Doan & Doan.

Howard Tansley, implement dealer, Davidson, has sold out at that town to Skaling Bros.

F. E. Vatnsdal, auto dealer, Wadena, has sold out to a firm called General Motors Ltd.

Paul Wood, implement dealer at Sifton, has sold out to a firm named Kuzyk & Perepeluk.

D. C. Leary, an automobile dealer at Armstrong, B.C., has sold out to A. Smith & Son.

G. W. Burns, of Portage la Prairie, has opened a branch implement business at Kawende.

Clemens Bros., hardware and implement dealers at Sedgewick, have sold out to James Marshall.

Martin & Snellgrove are owners of an implement, tractor and automobile business at Amulet.

The Algoma Steel Products Co., Winnipeg, has been registered to do business in Saskatchewan.

Johnston & Richardson, auto dealers in Beausejour, are succeeded by Richardson & Tatleman.

McKen & Harper, implement dealers, Piapot, have dissolved. F. H. Harper continues the business.

Gibson & De Witt, auto accessories, Napinka, have dissolved. Mr. Gibson continues the business.

Corrigan & Krienke, implement men at Southey, are opening a branch business at Markinch.

Edwards & King, implement dealers at Regina, have opened branches at Moose Jaw and Odessa.

S. Kravoski, an automobile dealer at Odessa, has taken J. W. Runge into the business as a partner.

Hunter, Wilson & Co., is the name of a new automobile and tractor repair concern at Bradwardine.

United Motors Ltd. is the name of a new automobile selling organization incorporated at Wadena.

C. W. Curtiss has resigned as director and general manager of the Splitdorf Electrical Co., Newark, N.J.

The Auto Supply Co., a tire concern in Vancouver, has been succeeded by the Morley, Pauline Rubber Co.

W. F. Armstrong, an implement dealer at Vermilion, has sold out at that point to J. A. Roseborough.

The McKenzie Thresher Co., Ltd., was recently incorporated at Indian Head, with a capital stock of $25,000.

Tomax & Aylesworth, auto dealers, Boissevain, have discontinued business. Mr. Tomax has opened at Ninga.

Driscoll & Powers have bought out the automobile business at Milestone, formerly carried on by Kester & Hughes.

Einerson, McNichol & Neland have commenced operations in an implement and tractor business at Tompkins.

W. W. and O. J. Winteringham, hardware and implement dealers at Glen Ewen, have dissolved partnership.

S. J. Andrews, a dealer at Cheviot, is reported to have sold out his stock to the local Grain Growers' Association.

Fleck & Son have bought out the implement business of Lewis Hirt, at Steelman. They will handle the same lines.

Lefeborer Bros., automobile dealers at St. Brieux, have dissolved partnership. D. Lefeborer continues the business.

Lloyd & Norris, automobile dealers at Bladworth, have dissolved. L. D. Lloyd now has sole control of the business.

J. A. McIntyre has bought out the hardware and implement business at Leslie, formerly owned by O. C. Snyder.

Crawford & McKeen, implement dealers at Arran, are reported to be selling out to a firm named Antijeau & Pichton.

E. S. Butler, implement dealer, Ryley, has taken a partner into the business. The sign now reads "Butler & Gilchrist."

Stephen Noxon, head of the Noxon Mfg. Co., Ingersoll, Ont., died suddenly in Toronto, Jan. 26th. He was 76 years old.

Elliott & Gowan, implement and automobile dealers at Kelowna, have incorporated under the title of S. T. Elliott, Ltd.

A. Matheson, sales manager of D. Ackland & Son, Ltd., Winnipeg, paid a business visit to Regina the last week in January.

H. W. Fleury, of J. Fleury's Sons Ltd., Aurora, Ont., paid a business visit to Winnipeg during the second week in January.

Badley & Kinnon, Pense, back both the old and new types of locomotion. They have opened a harness store and garage in that town.

Norris Bros., implement dealers and blacksmiths at Davidson, have sold out the implement side of their business to A. D. & J. E. Brown.

A. S. Shaw has opened an automobile repair business in Strathmore. In the same town, Strathmore Motors have been incorporated.

Among recent concerns organized in Winnipeg are: The Crown Oil Co., Ltd., Parsons Auto Supply Co. and the Sterling Motor Sales Co.

We regret to report the recent death of John McClughan, of the firm of James & McClughan, automobile dealers, New Westminster.

Frank Nilan, sales manager of the Northern Implement Co., Winnipeg, is back at his desk again after a stiff bout with pneumonia.

Thompson & Curren, vulcanizers, Calgary, have dissolved partnership. H. C. Barney takes over the interest of the latter member of the firm.

During January, C. D. Kimble, formerly of Balcarres, joined the forces of the Maytag Co., for whom he will cover territory out of Saskatoon.

McIntyre & Bell, harness and implement dealers at Kawende, have sold out to G. & A. Bell. Mr. McIntyre opens an automobile business.

H. McKenzie, owner of an automobile business at Mather, has taken a partner into the business. The name of the firm now is McKenzie & Logan.

During February, D. N. Jamieson, manager of R. A. Lister & Co. of Canada, Winnipeg, will pay a business visit to Vancouver and other coast cities.

F. W. Buth, implement dealer, Estuary, is succeeded by A. J. Stokins. In the same town, J. M. Driedger has sold his implement business to F. W. Ehnisz.

T. A. Anderson, sales manager of the American Grain Separator Co., Winnipeg, states that the company are busy filling spring orders for their fanning mills.

The Samson Tractor Co., Janesville, Wis., announces the appointment of C. C. Clay as general sales manager, succeeding W. L. Clark, who has resigned.

Black & Wade are owners of a gasoline, oil and lubricant concern in Moose Jaw. In the same city the Canadian Garage recently suffered loss through fire.

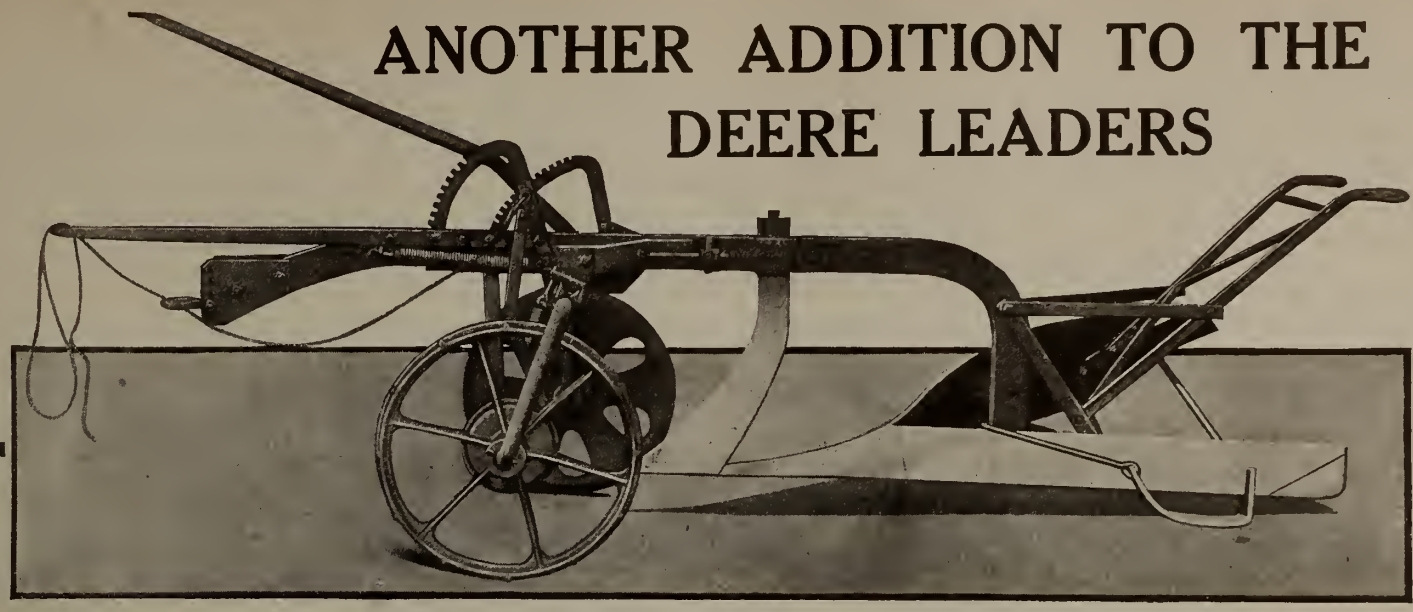
F. N. McDonald, manager of McDonald & McKinnon, Winnipeg, distributors of Briscoe cars, reports a remarkably good spring demand for the Briscoe to date.

Charles Ethan Davis has been appointed general manager of the Eisemann Magneto Corp., succeeding W. E. Steinback, who resigned to engage in other business.

Cowan & Tripp, implement dealers at Dunleath, have dissolved partnership at that point. Wilfred A. Tripp now is sole proprietor of the business in that town.

During the past month, J. P. Ritchie, manager of the John Watson Mfg. Co., Winnipeg, visited Calgary, Edmonton, and

ANOTHER ADDITION TO THE JOHN DEERE LEADERS



20-Inch John Deere No. 9 Power-Lift Grub Plow

Pull the rope and in she goes. ***Pull it again and out she comes.***

Something new. Thoroughly tried out during season of 1919 and stands the test.

Beams on this plow are guaranteed. May be used as 18-inch cut to suit light tractor, and you have the benefit of a large 20-inch mouldboard to turn the trash. Send for folder.

WATERLOO BOY TRACTOR
KEROSENE BURNING

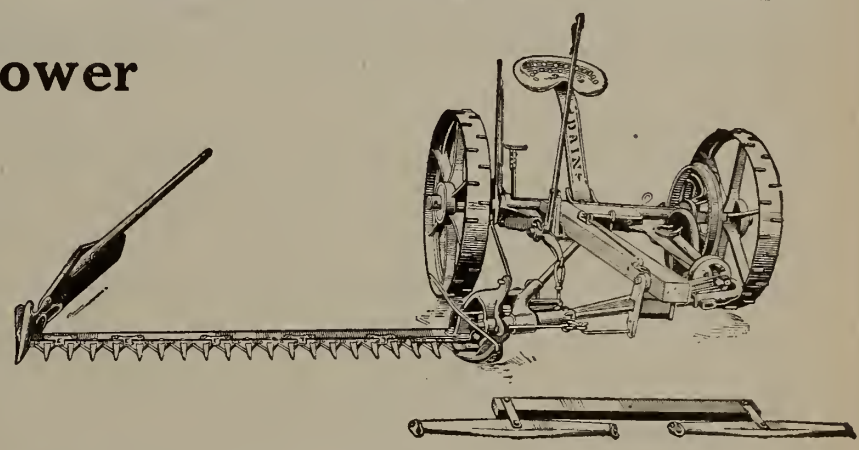
WITH

JOHN DEERE No. 9 POWER-LIFT GRUB BREAKER

Makes a practical and economical combination

John Deere—Dain Mower

This mower is strong, well-balanced, easy running and powerful. Simple gear construction. Side-wear and strain upon bearings is prevented. The extra long pitman has least possible angle and more power is given. Cutter bar mounted flexible. Adjustable draft hitch overcomes all side draft. Fully guaranteed John Deere Implement. Write for folder.



John Deere Self Dump Rake

This rake is built of steel and malleable iron. Has a well braced angle steel frame. Steel truss rod prevents sagging. Easy to operate for foot dump, foot trip and hand lever are all connected. This rake insures complete satisfaction. Write for folder and read carefully about these special features.

John Deere Plow Co. Limited

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

various points throughout Saskatchewan.

Wilkinson - Kompass Ltd., heavy hardware and wood goods dealers at Winnipeg, have applied for authority to increase their capital stock from $40,000 to $200,000.

R. McKenzie, manager of the Winnipeg branch, General Motors, Inc., of Canada, Winnipeg, during January paid a visit to the head office and factories of his company at Oshawa, Ont.

The Hart-Parr Co., Charles City, Ia., announces the appointment of Erwin Frudden as chief engineer. For the past year Mr. Frudden has occupied a similar position with the Buda Co.

D. V. Reddin has been appointed mechanical expert for the Canadian Allis-Chalmers Ltd., with headquarters at Winnipeg. He has had long experience with the company's tractor lines.

George G. Riddell, Saskatoon, has formed the Riddell Carriage & Motor Works in that city. The firm will produce automobile bodies and tops and are local distributors for the Briscoe car.

M. A. Spillett, implement dealer, Dauphin, has bought premises on Main Street in that town, and will remodel them to make a first class warehouse for his automobile and implement lines.

C. E. Brown, manager of Monarch Tractors Ltd., Brantford, the Canadian plant of General Tractors Inc., Chicago, paid a business visit to the Winnipeg branch of the company during January.

H. A. Jones, manager of the Jones Tractor & Implement Co., Regina, recently visited the factory of the Bates Tractor Co., at Joliet, Ill., for which firm his company are distributors in Saskatchewan.

O. A. Denis, of the jobbing division, Avery Company, Peoria, Ill., is at present in Toronto, with the R. A. Lister Co., eastern Canadian distributors of the Avery line of power farming machinery.

F. L. Leif, of Norton & Leif, Calgary, Alberta, distributors for the Allwork tractor, recently spent some time at the factory of the Electric Wheel Co., Quincy, Ill., who manufacture this well-known tractor.

Roderick McAskill has been appointed manager of the implement and automobile section of McAskill Adamson, Ltd., which recently purchased the business of the Williams Hardware Co., Ltd., at Gladstone.

J. J. Haug, manager of the Canadian Avery Co., Winnipeg, will return shortly from a few weeks sojourn in sunny California. Mr. Haug believes in "preparedness" for a big 1920 drive for the Avery line.

John Young, who has been connected for several years with the gas engine department of the Canadian Fairbanks-Morse Co., Ltd., Winnipeg, severed his connection with that concern January 31st, to accept another position.

George Matheson, the popular implement dealer at Craik, spent a few days in Winnipeg, on his way west after a few weeks spent in Toronto and other cities in the east. Mr. Matheson anticipates a good season's business in 1920.

T. H. Roney, manager of the Minneapolis Threshing Machine Co., Winnipeg, recently returned from a trip to the head office and factories at Hopkins, Minn. He reports his company busy turning out their tractor and thresher lines.

P. A. Tanner, for the past four years mechanical engineer, service and advertising manager of the Sumter Division, Splitdorf Electrical Co., Chicago, has been transferred to the main office and factory of the Splitdorf Electrical Co., Newark, N.J.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, reports a steadily increasing demand for all sizes of the Cushman engine in Ontario territory. Mr. Donovan recently visited Regina, Moose Jaw, Calgary and Edmonton.

C. G. Wuthrich, manager of Monarch Tractor Sales, Ltd., 156 Princess Street, Winnipeg, recently returned from a trip to Calgary and Edmonton. Mr. Wuthrich reports a very satisfactory demand for "Neverslip" and "Lightfoot" tractors.

G. E. Kamm, manager of the tractor division of the Canadian Allis-Chalmers Ltd., Toronto, spent a day or two in Winnipeg while en route east after a business trip during which he visited all the leading western cities as far west as Vancouver.

L. L. Jacques, manager of the Canadian Aspinwall Co., Guelph, Ont., reports that the business of the company will probably be thrice what it was last year, as evidenced by the heavy orders being received for this well known line of potato machinery.

E. E. Lyday, manager of the Maytag Co., Winnipeg, left January 24th for the head office and factories of his company at Newton, Iowa. Mr. Lyday will proceed to California, where he will take a well-earned holiday, returning to Winnipeg during March.

We regret to note that H. F. Anderson, manager of the Anderson-Roe Co., Winnipeg, is confined to his home by sickness. Mr. Anderson suffered a severe attack of pneumonia while in England last winter, and finds the severe winter weather very trying.

Sutherland & Stelck Co., Dauphin, hardware and implement dealers, will build a 22x133 foot extension to their large premises in that town. The building will be brick and steel construction with large show window space for the many lines handled by this enterprising firm.

We Extend a Hearty Invitation to Implement Dealers who visit Winnipeg during Bonspiel Week, February 10-21 to visit us and to inspect many lines which in quality and price are Leaders in the Market.

Some Leaders

"Crescent" Plowshares—Sandoval Coulters
Boss Wood Harrows Agricultural Eveners
Seeder Chains Mower and Binder Repairs

D. ACKLAND & SON, LIMITED

65 HIGGINS AVENUE WINNIPEG

The Neepawa Garage Co. is extending business and branching out into a new field. It is taking on the agency for Fairbanks-Morse lighting plants, J. I. Case engine plows, Nicholls-Sheppard threshing machines, Wallis tractors and other lines. H. R. Rutledge will be retained as business manager.

It is reported that Kidd & Clements, Wapella, who carry on one of the largest hardware, farm machinery and automobile businesses in southeast Saskatchewan, have sold out their hardware business to the A. M. Nairn Hardware Co. The firm will now extend their implement and automobile and accessory business. Mr. Nairn formerly controlled the Earl Grey Hardware Co., in Earl Grey.

Engine Ignition Important

Before the farmer buys a piece of farm machinery, he estimates the profit that this particular equipment will bring him. First cost is not nearly as important a consideration as ultimate returns. A set of harness, for instance, that costs him $50 and will last six years, is a better "buy" than a set costing $25 that will last only two years.

In other words, the farmer demands value. He knows value and is able to pay for it. This is an important point for dealers to watch. When the manufacturers of an established, well-known product advertise some new features, it will pay the dealer to investigate the new selling possibilities thus opened up.

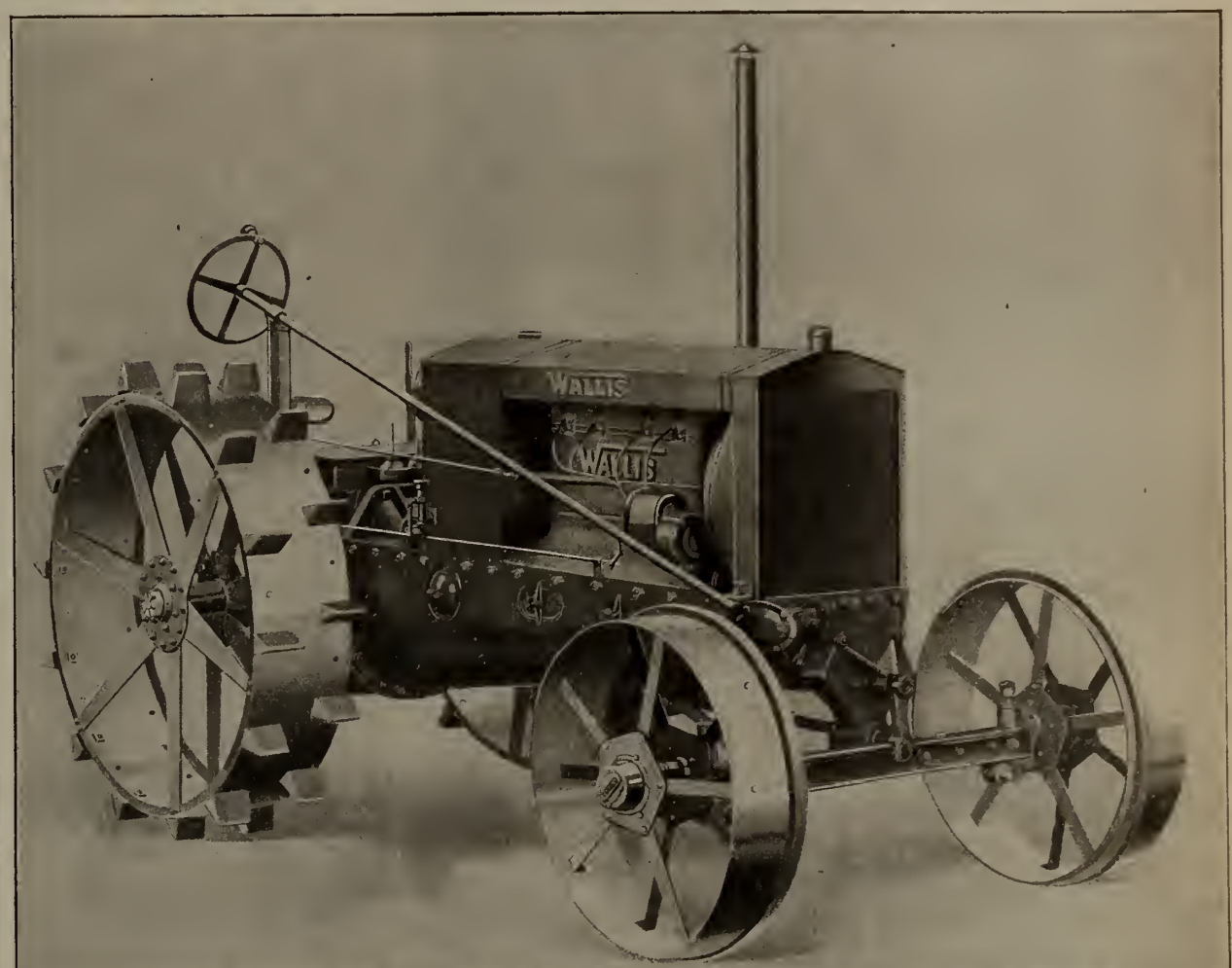
One of the newest features in the engine field is the equipment of all Fairbanks-Morse "Z" engines with Bosch magnetos. This assures the farmer of the same dependable ignition in his farm engine as he has in his automobile and should prove a profitable improvement for the dealer as well as the farmer.

A Flax Threshing Machine

The John East Iron Works, Saskatoon, have built under contract, a new type of threshing machine specially designed by F. W. & F. L. Van Allen. This machine is intended to replace the hand threshing operation now in vogue where flax is used for linen production. The new machine, which will be shipped to the Dominion Experimental Farms, Ottawa, takes the place of all this hand work, and was declared by an old linen mill man of Ontario, to do better work than the usual hand threshing.

WALLIS

America's Foremost Tractor



Wallis Dealers Are Successful

LEADING implement dealers everywhere are successfully handling Wallis Tractors. They have proven — in volume of business and sales satisfaction—that it pays to handle a time-tried and proven Tractor.

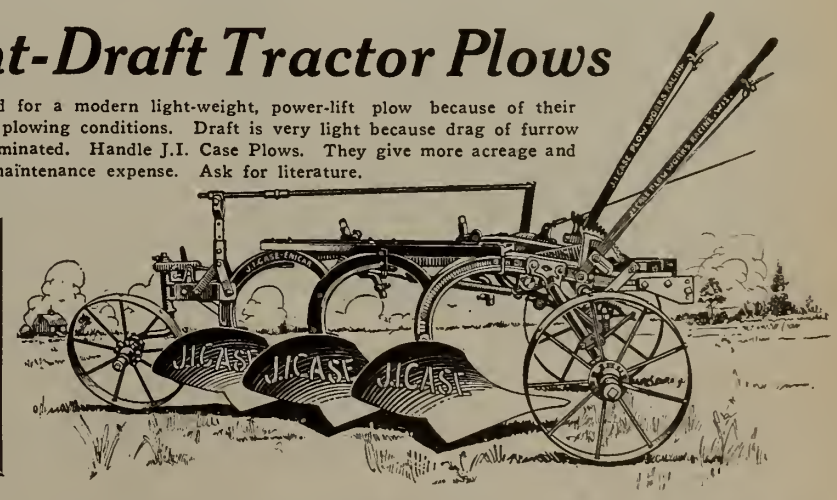
They appreciate the big institution back of this Tractor and Wallis' 12 years of successful performance on North American farms—as best guarantees of satisfaction. They take pride in showing the trim, powerful, clean-cut Wallis—in telling customers about the Wallis highly developed valve-in-head motor, producing more than its rated 25 H.P.—a sturdy power plant that day after day assures the farmer unfaltering, faithful, economical service for both haulage and belt work.

Beyond this, consider the patented "U" frame, the lightest, strongest foundation ever built into a tractor. And Wallis cut and hardened steel gears which run in a constant oil bath—delivering 74 per cent of the motor power to the drawbar. Wallis with a weight of 3,500 pounds, is nearly one-third lighter than machines claiming equal power.

Valuable territory is still unassigned. We invite correspondence with implement dealers who feel that they are equipped to sell and handle the Wallis Tractor.

J. I. Case Light-Draft Tractor Plows

These plows successfully meet the demand for a modern light-weight, power-lift plow because of their ability to stand up under the most severe plowing conditions. Draft is very light because drag of furrow bottom and landside pressure have been eliminated. Handle J.I. Case Plows. They give more acreage and deeper plowing with less fuel, labor and maintenance expense. Ask for literature.



DEALERS:

During Winnipeg Bonspiel we will be glad to have you visit us at 300 Princess Street. Wallis Tractors and J. I. Case Plows merit your personal investigation.

The Canadian Fairbanks-Morse Co., Ltd.

SASKATOON WINNIPEG CALGARY

Wallis Distributors for Western Canada

F. B. Clark Vice-President of General Ordnance Co.

F. B. Clark, who, until December 31, 1919, was Eastern sales manager for the General Ordnance Co., manufacturers of the G-O tractor, has been promoted to vice-president of the same company, and took charge of his new duties January 1, 1920. Mr. Clark has had charge of the Eastern sales of the G-O tractor since he resigned his commission as major in the ordnance department of the U.S. army, where he had charge of a special department for small arms ammunition production.

For practically thirteen years previous to this he was associated with the Remington Arms-Union Metallic Cartridge Co., occupying various progressive positions, including that of general manager of the U.M.C. Swanton works.

Briscoe Have Efficient Service Department

A. H. Laidman, manager of the Toronto office of the Canadian Briscoe Motor Co., informs Canadian Farm Implements that the company have made arrangements to maintain their own service department in Winnipeg during the coming year. This service department will be located in the premises of McDonald & McKinnon, Briscoe distributors, 156 Princess Street, Winnipeg, and there the company will, at all times, keep a full stock of parts for all models on hand. In this way Briscoe dealers, distributors and customers will be able to secure their parts from Winnipeg on the shortest notice, instead of waiting supply from the Briscoe factories at Brockville.

F. B. CLARK
Vice-President, General Ordnance Co.

In this connection, Mr. Laidman says: "I believe that nothing is of so great importance to the average dealer or distributor in Western Canada as the fact of being able to get prompt and efficient service in parts for cars. In this connection, Briscoe dealers and distributors are now assured a repair service second to none."

E-B Dealers' Magazine

We have received the second number of the "E-B" Dealers' Magazine, issued as the house organ of the Emerson-Brantingham Implement Co., Rockford, Ill. F. M. White, assistant general sales manager, who is editor, is to be complimented on a most interesting publication. The live articles and topical illustrations will be of the greatest interest to members of the E-B dealers' organization in Western Canada.

Farm Tractor Will Interest Show Visitors

With more than 90 per cent of its entire 50,000 square feet of floor space occupied, and most of the exhibits already installed the permanent International Tractor, Trailer and Farm Implement Exchange, on the seventh floor of Grand Central Palace, New York, presents much of interest to automobile show visitors and exhibitors. The Exchange is one of the permanent divisions of the International Exposition of Industries operated by the Merchants and Manufacturers' Exchange of New York. Everything in the agricultural machinery field is offered, numerous makes of trailers being shown together with tractors and other power-driven machinery.

Among the manufacturers whose products are included in this permanent comprehensive display are such companies as Advance-Rumely, Avery Co., J. I. Case Plow Works, Detroit Trailer, General Ordnance, Holt, International Harvester, Northway Trailer, Ohio Trailer, etc., etc.

Eastern Tractor Demonstration

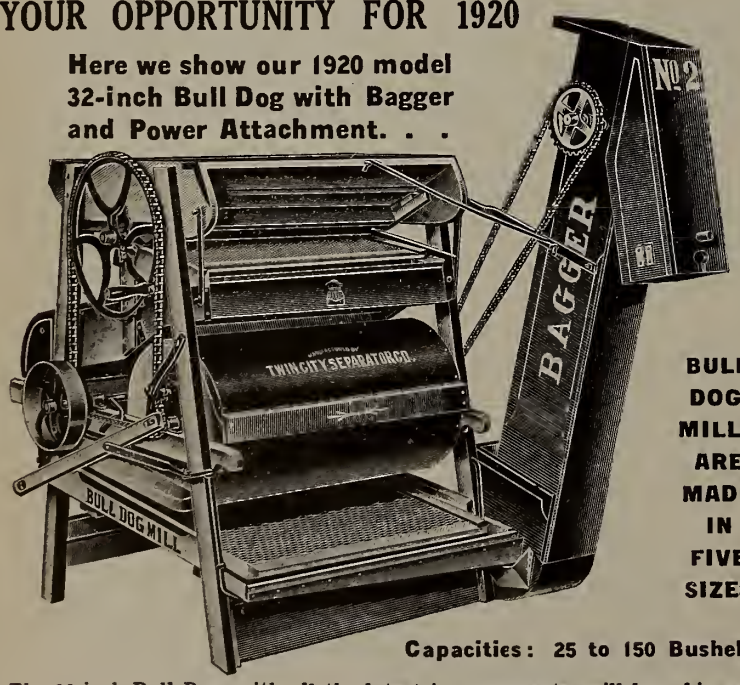
The next big plowing match and tractor demonstration for Eastern Ontario and Western Quebec, will be held in the fall of 1920, at Ste. Anne de Bellevue, Quebec.

Hot air is mighty and will prevail—in politics.

BULL DOG FANNING MILLS

YOUR OPPORTUNITY FOR 1920

Here we show our 1920 model 32-inch Bull Dog with Bagger and Power Attachment. . .



BULL DOG MILLS ARE MADE IN FIVE SIZES

Capacities: 25 to 150 Bushels

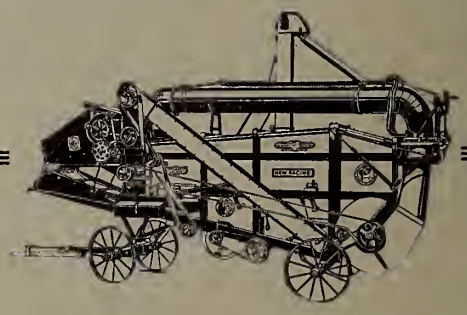
The 32-inch Bull Dog, with all the latest improvements, will be a big seller this year. Investigate its special features. These are the Force Feed Roller, giving a perfectly even flow of grain over sieves, and the New Weed Screen Sieve, which makes dustless operation and gives cleaning results that have never been equalled.

Dealers: We'll be glad to see you during Winnipeg Bonspiel. Take Logan West car to Quelch Street.

THE TWIN CITY SEPARATOR CO. LTD.

QUELCH STREET - WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta



New Racine Thresher

Most satisfactory for the Dealer because:

It Satisfies the Customer and Stays Sold

Operated with Small Crew---No Experting

Ideal for use with the Average Farm Tractor

Threshes Grain, Seeds, Peas, Beans, Etc.

Two Sizes—20x32 and 24x40

Manufactured Solely by the

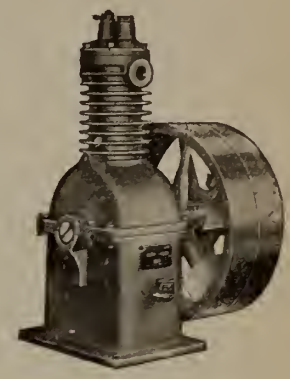
BELLE CITY MANUFACTURING CO.

RACINE, WISCONSIN, U.S.A.

We can make a few good distributing contracts in Western Canada this year.

Lebron Buffing and Grinding Outfit

Why Not Give Your Plant A Fair Chance?



Curtis Garage Air Compressor

It is an accepted fact that Garage Success is largely determined by Equipment Efficiency. Increase the assets of your plant by installing these two

Northern Electric

Profit-producing Necessities

The Lebron Buffing and Grinding Outfit will do the work of three separate machines, viz.: buffing, grinding and operating an air compressor.

The motor is of high grade manufacture and will stand up under hard usage. It is ball bearing, dust and grit proof, and oil is filtered through felt washers.

The outfit comes complete with compressor, tank, grinding wheel, buffer and all tank and line fittings, if desired; or, motor and stand, including wheels and pulley for compressor-drive can be supplied, 110-220-440 volts, single or three phase, 60 cycle.

The Lebron Outfit is built for lasting satisfactory service; for absolute dependability; for work. It is proving its practicality daily in many of Canada's leading Automotive Establishments where it saves time, kills overhead and economizes on floor space without sacrificing efficiency.

Your plant will be a better plant with the installation of a Lebron Outfit.

The Curtis is the only compressor whose design and construction gives any guarantee for pure air—that is, *air free from oil.*

EXCLUSIVE CURTIS FEATURES

1. Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage nor waste of oil, no oil gets into the tires. Enclosed crank case keeps out dust.

2. Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.

3. High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crankcase.

4. Fan flywheel cools cylinder: increases capacity. Inspectable valves, light weight, large area. Valves cannot drop into cylinder and wreck machine.

5. Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.

6. Drop-forged crankshaft. Adjustable, renewable non-cutting die cast bearings.

Write our nearest House for full information

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

A New Type of Milking Machine

A small electric milking machine mounted on wheels so it can be moved from cow to cow, has just made a considerable stir in the dairy world. The new Moto-Milker requires no pipe-line or installation, is ready to use when unboxed, and is so simple and handy that it is suitable for the vast number of dairies having from eight to twenty cows.

Cups with rubber linings fit over the cows' teats, and a gentle suction sucks the milk out. Then, intermittently, compressed air squeezes and massages the teats to keep them in perfect condition. The milking is done almost exactly as the calf does it, and the method is really far more natural and calf-like than squeezing the teats by hand.

The same milking principle in exactly similar teat cups, with the compressed air squeeze, is now in use on over one million cows, many of them pure breds that have been milked in this way for six and seven years running. Hence the good effect on cows is well established and is recognized by most agricultural colleges.

Construction Is Simple

The new electric milker is simple in the extreme, says the manufacturers. An electric motor drives a slow-moving piston which makes suction on the back stroke and compressed air on the forward stroke. This piston gives the slow pulsation of suction and pressure which milks the cow so comfortably. Rubber tubes connect the pump to the milk pail and teat cups. No gas engine is necessary and most of the parts needed on pipe-line milkers are eliminated. There are no pulsators, no gauges, no tanks, no belts, no pipe lines, no stall cocks, no springs, and the high speed pump and gas engine are eliminated. Any 3-4 K.W. farm lighting plant will run the milker, the power cost being given as about 2c per day. Two cows (eight teats) are milked at a time, and one man can milk about 18 to 20 cows per hour. Thus, one man does the work of about three, not only releasing the other men for other work, but making the owner entirely independent of hired help so far as the dairy is concerned. Further information regarding the machine can be obtained from its manufacturers, The Sharples Milker Co., West Chester, Pa.

Announce Service Department

The Hart-Parr Co., Charles City, Iowa, announces that from January first the work of the Service Department will be absorbed in a larger and more extensive department to be known as the Tractor Educational Department. A. W. Fitzpatrick, who for several years has had charge of the Hart-Parr Service, has been appointed manager of the new Tractor Educational Department and will have as his assistant Mr. George Brockmeyer.

The Relation of Tractor and Implement

So far as is possible, the tractor and implement should be harmonized in design so that one man can drive the outfit and make operating adjustments while the machine is in motion. Plowing is the foundation work for crop production, and the greater majority of tractors are purchased primarily for plowing.

As the bottom is, after all, the part of the plow that does the work, it is the key to the situation. Many experts agree that an increase in plowing speed is desirable. This will result in better scouring, better covering, and perhaps better pulverization. Our present plow bottoms, perfected by a long, tedious series of field trials, have been built to operate at a speed of not over 2½ m.p.h. Most of them will not do satisfactory work at higher speeds. Theoretically, there is no reason why a plow bottom cannot be designed to operate successfully at a much higher speed. The time has arrived when we should develop a working theory for the design of plow bottoms.

The present plow is carried on three wheels, chiefly to afford a means for lifting from the ground and carrying the bottoms around the ends. There is abundant opportunity to develop a plow which will be more closely attached to the tractor, eliminating the front wheels. This outfit would be lifted by power through a special device and have a rear wheel or wheels so placed as to carry the side thrust now generally taken care of by the rear of the landside. This plow would offer the advantages of simpler construction, a more compact unit and adjustment from the seat of the tractor. The weight of the front end would be carried on the rear of the tractor, thereby increasing the tractive efficiency.

There is also a real need for experimental work upon the disk harrow for the purpose of determining the relation between form and diameter of disk, weight per unit of width, angle of cut and quality of work. It is only through experiment we will learn

RAPID-EASY GRAIN . . . GRINDERS

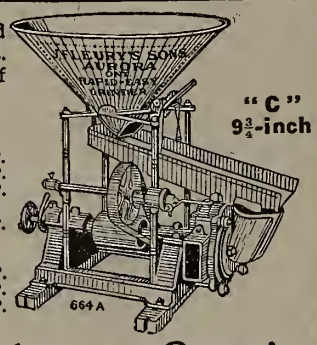
DEALERS: When you are in Winnipeg during the Bonspiel, February 10-21, be sure to call on the John Deere Plow Company and see the FLEURY LINE of real business building machines.

A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled. A few styles and sizes are as follows:

No. A— 6	inch. Plates (Flat)	2½ to 5	H.P.
No. B— 8¼	inch. Plates (Flat)	5 to 10	H.P.
No. B—10	inch. Plates (Flat)	6 to 12	H.P.
No. C— 9¾	inch. Plates Mill Head Custom Work	5 to 12	H.P.

CUSTOM MILLS:

No. D—10½	inch. Plates (Flat)	8 to 14	H.P.
No. D—11	inch. Plates (Flat)	8 to 16	H.P.
No. 7—13	inch. Plates (Flat)	15 to 25	H.P.



"C" 9¾-inch

J. FLEURY'S SONS - Aurora, Ontario

Medals and Diplomas World's Fairs, Chicago and Paris

WESTERN AGENTS: THE JOHN DEERE PLOW COMPANY, LIMITED

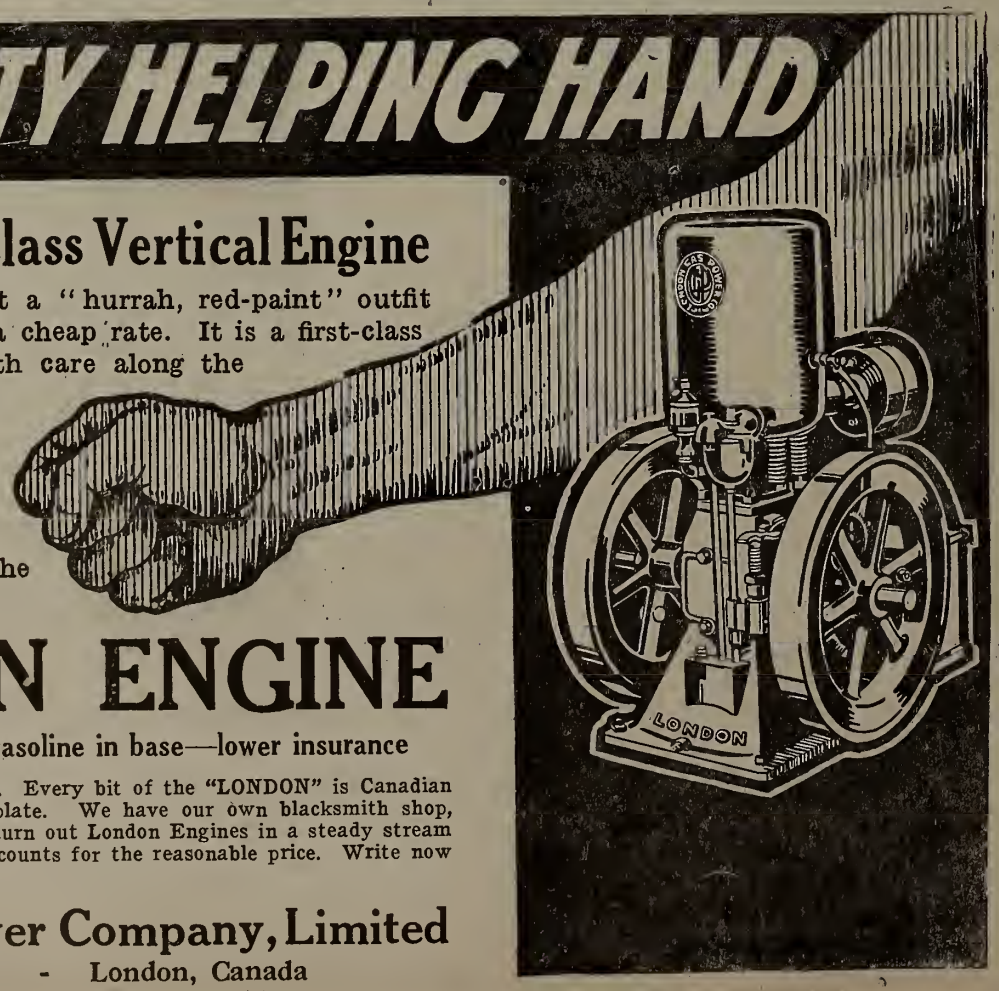
Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

A MIGHTY HELPING HAND

Sell This High-Class Vertical Engine

The London Engine is not a "hurrah, red-paint" outfit rattled together to sell at a cheap rate. It is a first-class power producer—built with care along the lines of the best automobile engines. Yet it *DOES* sell for a reasonable price.

We can truthfully say that your one best bet in the engine field is the



LONDON ENGINE

No tank—no freezing—gasoline in base—lower insurance

Over 2,000 in constant use to-day. Every bit of the "LONDON" is Canadian—from the patterns to the name-plate. We have our own blacksmith shop, foundry machine shops, etc., and turn out London Engines in a steady stream of continuous operation. That accounts for the reasonable price. Write now for folders, price list, etc.

London Gas Power Company, Limited

32 York Street - London, Canada

PROTECT YOUR CUSTOMERS AND YOURSELVES BY ORDERING EARLY

You will find it necessary to make your arrangements WELL IN ADVANCE to take advantage of the 1920 opportunity that the E-B Line offers to retail implement dealers.
Our terms allow you the liberal profit you need to justify you in carrying a stock of repairs.

Our methods include help for you in multiplying sales, increasing profits, and furthering the greater satisfaction of all your customers. Why not write to us and learn what we have to offer?

Our distributors are at your service.

Western Canadian Distributors:

Anderson-Roe Company Ltd.
Winnipeg Regina Calgary Saskatoon
Distributing Stocks at Edmonton and Lethbridge

Emerson-Brantingham Implement Co.
Regina
Distributors of the E-B Line Power Farming Equipment

A Complete Line of Farm Machinery Manufactured and Guaranteed by One Company

E-B 12-20 Horsepower
S. A. E. Rating, Model AA

THE E-B LINE

Plows	Grain Drills
Harrows	Sawmills
Cultivators	Manure Spreaders
Pulverizers	Tractors
Listers	Tractor Plows
Ridge Busters	Threshers
Planters	Stationary Engines
Stalk Cutters	Binder Engines
Mowers	Portable Engines
Rakes	Pump Jacks
Hay Loaders	Corn Shellers
Tedders	Hay Presses
Stackers	Grain Binders
Vehicles	Corn Binders
Wagons	

Emerson-Brantingham Implement Co., Inc.

Established 1852 — **Rockford, Illinois**

BRANCH HOUSES

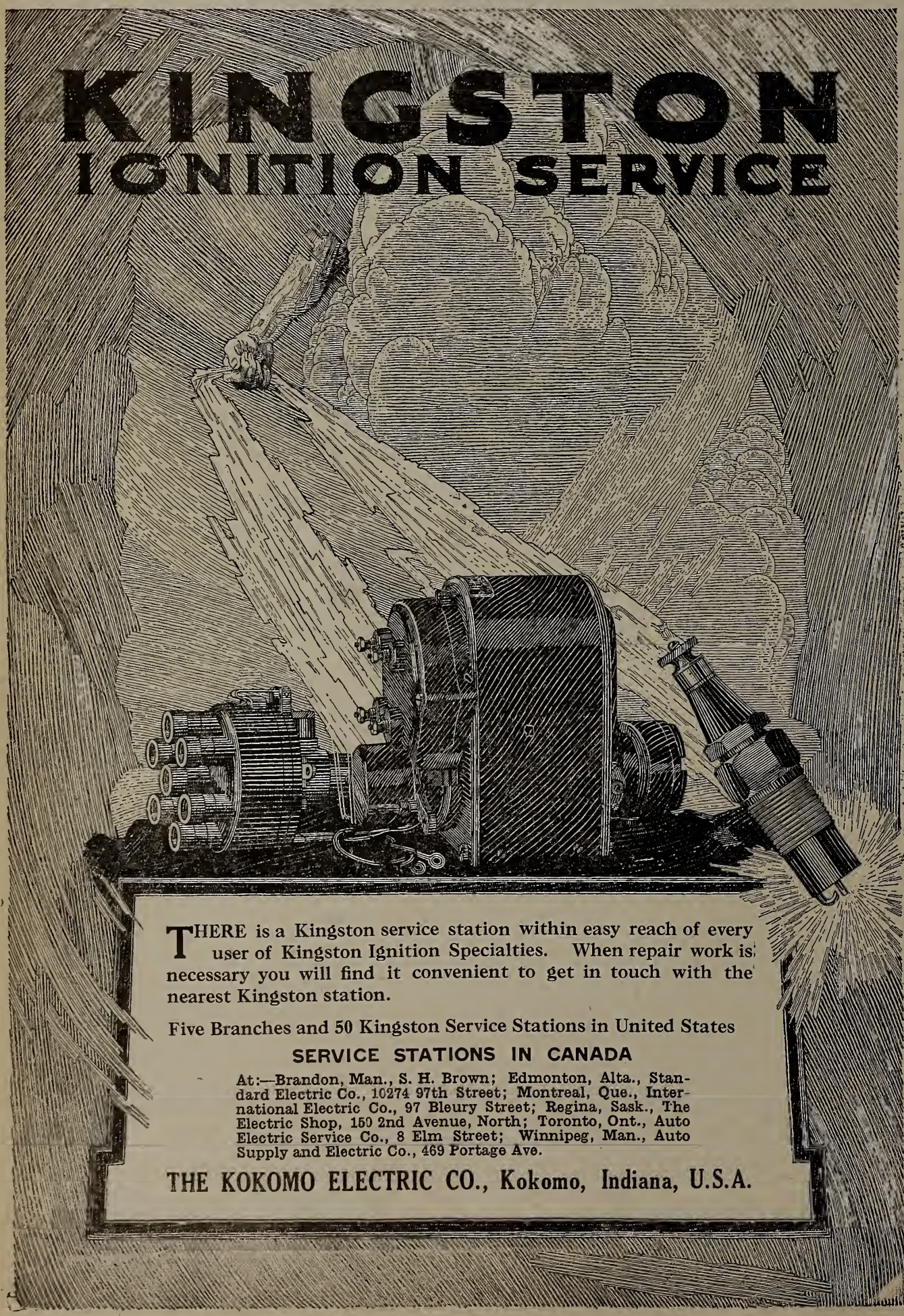
Billings, Mont.
Harrisburg, Pa.
Oklahoma City, Okla.
Columbus, Ohio
Indianapolis, Ind.
Peoria, Ill.
Sioux Falls, S. D.
Dallas, Texas
Kansas City, Mo.
Wichita, Kan.
Rockford, Ill.
Syracuse, N. Y.
Denver, Colo.
Fargo, N. D.
Minneapolis, Minn.
Regina, Sask., Can.
Trenton, N. J.
Omaha, Neb.
Des Moines, Iowa
Nashville, Tenn.
Salisbury, N. C.
St. Louis, Mo.

Expansion of the Maytag Company

The Maytag Co., Newton, Iowa, manufacturers of hand, power and electric washers, and the multi-motor engine, have let the contract for a 80x300 feet addition to their factory, on which work commenced last month. During 1920 the company will spend over $500,000 on new plant additions to their factory. The extra space will give them a four-story building 80x520 feet, said to be the largest factory building in Iowa. Lavatories, lockers and washrooms for employees will be part of the new premises.

A new iron foundry, 133x290 feet, and warerooms 60x60 feet, are further additions which will be ready for occupancy by April 1st. The company are also building 35 houses for their employees, the unit cost to be between $4,000 and $5,000. The company will rent or sell the houses on an absolute cost basis to their operatives, who now exceed 600 skilled mechanics.

Some idea of the remarkable growth in washing machine trade is shown by the recent statement of the company. In 1919 they did a gross business of $3,000,000, an increase of $1,000,000 over the 1918 figures. They expect in 1920 to do from one to three times the volume they enjoyed in 1919, and are now considerably behind on deliveries, owing to the great demand for their washing machines. These facts are substantiated by a statement which showed that in six days, from December 29th to January 4th, the company received orders to the value of $478,000. In 1915 the total volume of their business was only some $343,000. The annual meeting of travellers was held from January 26-30; and the salesmen anticipate writing up record business for the Maytag line of washers and the well-known Ruth-Maytag feeders manufactured by their company, who have branch houses at Winnipeg and Calgary, to take care of Western Canadian trade.


KINGSTON
IGNITION SERVICE
THERE is a Kingston service station within easy reach of every user of Kingston Ignition Specialties. When repair work is necessary you will find it convenient to get in touch with the nearest Kingston station.
Five Branches and 50 Kingston Service Stations in United States
SERVICE STATIONS IN CANADA
At:—Brandon, Man., S. H. Brown; Edmonton, Alta., Standard Electric Co., 10274 97th Street; Montreal, Que., International Electric Co., 97 Bleury Street; Regina, Sask., The Electric Shop, 150 2nd Avenue, North; Toronto, Ont., Auto Electric Service Co., 8 Elm Street; Winnipeg, Man., Auto Supply and Electric Co., 469 Portage Ave.
THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

International Publish Interesting Book

We recently received from the International Harvester Co., a copy of their latest tractor publication: "Overhauling the Titan 10-20 Tractor." This book is issued by the company in keeping with their policy of sending bulletins to International tractor owners. These bulletins covered many important features, and the present book on overhauling is intended to help a man overhaul his tractor before the spring rush opens. In this interesting 72 pp. book, practically every step in overhauling work on the Titan is illustrated. A splendid series of photographs, about 4½ by 6 inches in size, show how accessible every part of the Titan 10-20 is—and every conceivable overhauling operation is illustrated, with instructions as to how the owner should proceed in connection with the particular job. Concise instructions are given as to how the farmer should proceed in handling the different overhauling operations, from removing cylinder head to cleaning out the fuel tank sediment chamber. Such books as this new publication by the International Harvester Co., are especially valuable. They teach the farmer how to take care of his tractor—in the end minimizing the service demands upon the dealer for service in connection with minor troubles which the owner can easily remedy himself. International dealers should welcome a supply of these books for their customers and prospects.

The only advice worth taking is the kind we give ourselves.

Contract Now for Viking Separators

Get Protected Territory

Our liberal business policy is pushing . .

VIKING : Cream : Separators

fastly to the front, every reasonable advantage is yours if you handle this popular separator.

VIKING SERVICE TO YOUR CUSTOMERS

assures you of a business that will stay with you. Viking maintenance guarantee is broad, strong and absolutely fulfilled at all times by the Company.

VIKING PROFITS TO THE DEALER

are 10 to 20% greater than on other lines. If you are in the business for the profit that is in it, then a Viking contract will certainly please you.

Write To-Day for . . . Particulars and Territory

DEPT. A

SWEDISH SEPARATOR COMPANY

WINNIPEG—714 Confederation Life Bldg.
MONTREAL—422 Power Bldg.
CHICAGO—507 So. Wells Street
NEW YORK—261 Broadway

Speed in Relation to Tractor Plowing

Two experts at the Kansas State Agricultural College recently held an interesting series of tests to find out the effect of speed in plowing with the tractor. The results, as noted by the Implement and Tractor Trade Journal, are of considerable importance, as indicating the quality of work done at varying speeds.

"With stubble bottoms at a speed of 2.2 miles per hour, the plow did good work, turning the furrow perfectly and giving good pulverization. A speed of 3.5 miles considerably increased the draft and tended to throw the soil too far across the furrow. At the lower speed the plows were using 2.1 horse-power per bottom. The increase in speed raised the horse power 5.6 horse power per bottom, or more than doubled it.

With combination bottoms the same results were observed except that the excessive pull and the slope of dirt were not noticeable until a speed of about 4.6 miles per hour was reached. The power used with these bottoms ranged from 1.8 horse power at 2.2 miles to 9.9 horse power at 5.3 miles per hour.

With breaker bottoms speeds were used varying from 3.5 to 5.7 miles per hour. At the lower speed, with a power expenditure of 4.2 horse power per bottom, the soil was left about three-quarters turned and presented a ridgy appearance.

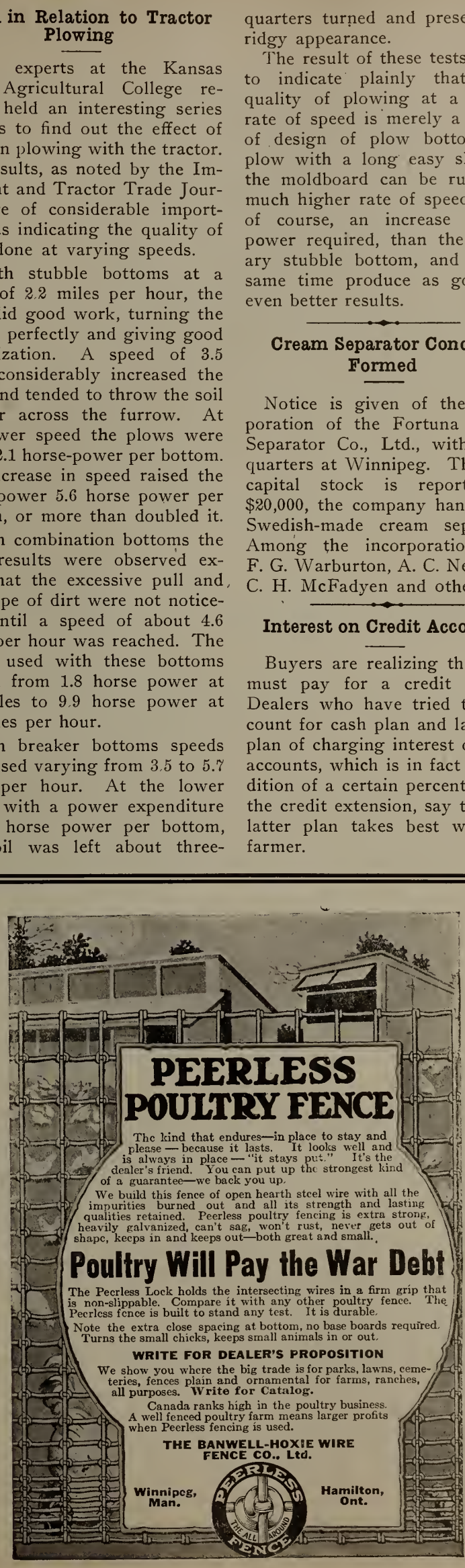
The result of these tests seems to indicate plainly that good quality of plowing at a higher rate of speed is merely a matter of design of plow bottom. A plow with a long easy slope to the moldboard can be run at a much higher rate of speed, with, of course, an increase in the power required, than the ordinary stubble bottom, and at the same time produce as good, or even better results.

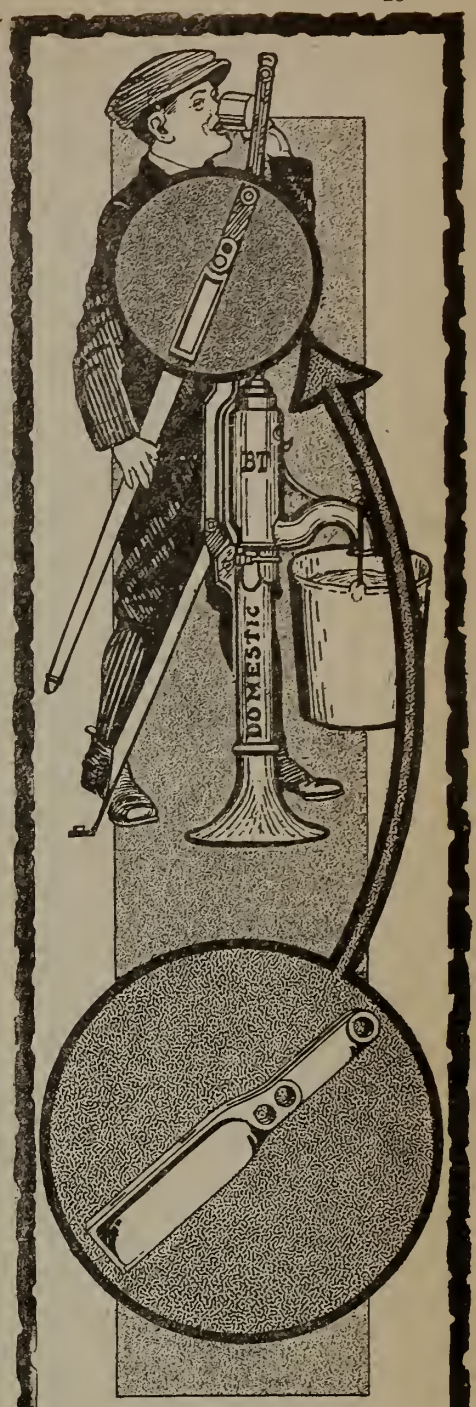
Cream Separator Concern Formed

Notice is given of the incorporation of the Fortuna Cream Separator Co., Ltd., with headquarters at Winnipeg. The total capital stock is reported as $20,000, the company handling a Swedish-made cream separator. Among the incorporations are F. G. Warburton, A. C. Newbery, C. H. McFadyen and others.

Interest on Credit Accounts

Buyers are realizing that they must pay for a credit service. Dealers who have tried the discount for cash plan and later the plan of charging interest on time accounts, which is in fact the addition of a certain percentage for the credit extension, say that the latter plan takes best with the farmer.


PEERLESS
POULTRY FENCE
The kind that endures—in place to stay and please — because it lasts. It looks well and is always in place — "it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.
We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.
Poultry Will Pay the War Debt
The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.
Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.
WRITE FOR DEALER'S PROPOSITION
We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. Write for Catalog.
Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.
THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man.
Hamilton, Ont.
PEERLESS
THE ALL AROUND
FENCE



This Handle Never Loosens

The Box-shaped Handle Socket is found only on BT Pumps. It is a patented feature.

On other pumps the wood handle is bound by two metal straps, and fastened by a bolt running horizontally. The handle soon works loose.

The wood handle on BT Pumps is secured on all four sides—not only on two. A bolt is then put through VERTICALLY. The handle cannot loosen.

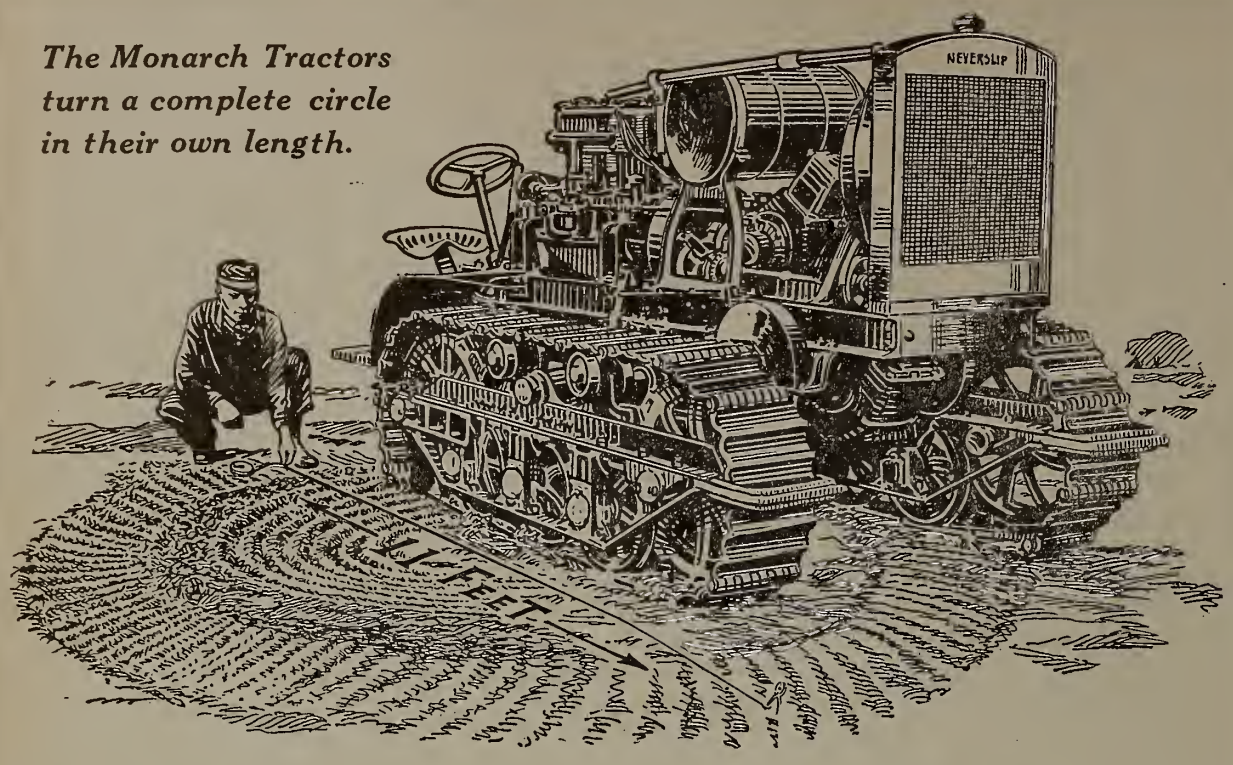
This is only one superior feature of BT Pumps. Write our nearest Branch for catalogue—it will interest you.

Beatty Bros. Limited

St. John, N.B. Fergus, Ont. Winnipeg, Man. Montreal, Que. London, Ont. Edmonton Alta. Vancouver, B.C.
London, Eng.: 16 Holborn Viaduct, E.C.I.

B·T· Pumps

The Monarch Tractors turn a complete circle in their own length.



MONARCH TRACTORS

are the acknowledged leaders in their field because they give the maximum of traction. The MONARCH tracks—with their crawling, irresistible grip on the ground—enable the MONARCH to tackle hills, grades and loads in a way that is really astonishing.

MONARCH TRACTORS appeal to the farmer because he is now "Tractor Wise." He appreciates what the TRACTION principle of the MONARCH means to him. He knows that a MONARCH can do all his work quickly and at just the right time.

The dealer who wishes to make the most tractor sales should connect with the MONARCH line. There is no sales resistance. The farmer has only to see it at work.

The MONARCH dealer is usually the livest dealer. He has full territory protection, generous profits and reliable, up-to-the-minute sales and advertising assistance to help "bring home the bacon."

If you want to be a MONARCH dealer, write for full particulars, or better still, call at our office, 156 PRINCESS STREET, during Winnipeg Bonspiel, February 10-21.

MONARCHS are now made in the following sizes:

16-9 H.P. 20-12 H.P. 30-18 H.P.

Western Canadian Distributors:

MONARCH TRACTOR SALES, LTD.

156 PRINCESS STREET WINNIPEG, MAN.

Creeper Tractor Concern Open Western Canadian Branch

Monarch Tractors, Ltd., Brantford, Ont., announce the opening of a sales office in Winnipeg, Man., styled "Monarch Tractors Sales, Ltd." with office and sales room at 156 Princess Street, under the general management of C. G. Wuthrich, former manager of the John Deere Plow Co., of Calgary, Alberta, who will supervise all sales in Manitoba, Saskatchewan, Alberta and British Columbia.

The Monarch Tractors Ltd. are manufacturers of a complete line of track-laying or creeper tractors, which they state are built with the express purpose in mind of replacing the horse on the farm and for any work a contractor may have to do, such as road-building, logging, hauling or excavation work.

Monarch "Neverslip" and "Lightfoot" tractors are built in three sizes—30-18, 20-12 and 16-9 h.p. The 30-18 "Neverslip" tractor develops 30 h.p. on the belt and 18 h.p. at the drawbar. It is equipped, say the manufacturers, with a four-cylinder motor, 4¾-inch bore by 6-inch stroke, of the valve in the head, heavy duty, slow speed type, 700 to 900 r.p.m. The crankshaft is 2⅜-inch diameter, of hollow steel, so the oil is pumped through under heavy pressure to every main bearing as well as each connecting rod bearing. In addition it has the regular splash oil system as used in ordinary tractors. The transmission has two speeds forward and one reverse, and is equipped with ten sets of Hyatt roller bearings. Cut steel gears are provided throughout, running in a bath of oil contained in the dustproof and oil-tight case. It is equipped with impulse starter, enclosed type fly ball governor, also running in a bath of oil and with a kerosene burning carburetor. The track is of manganese steel construction, 12 inches wide and of sufficient length that a ground pressure of less than 3¼ pounds per square inch of surface is stated to be produced by a tractor with a weight of 7,400 pounds. All working parts operate in a dustproof case and a bath of oil. This tractor is guaranteed by the makers to deliver a drawbar pull of 3,300 pounds, and is recommended as a three or four-bottom plow engine, or to operate a 26 or 28-inch separator.

The 12-20 Monarch "Neverslip" tractor, which develops 20 h.p. at the belt, 12 h.p. at the drawbar, is equipped with a four-cylinder, 4-inch bore, 6-inch stroke kerosene burning motor,

with heavy duty valve in head, slow-speed type, 750 to 900 r.p.m. Other than this, the tractor is the same general design as the 30-18, with the exception that the track is shorter.

The 9-16 "Lightfoot" Monarch tractor is a special farm and orchard tractor, developing 16 h.p. on the belt, 9 h.p. at the drawbar. It is equipped with a 4-inch bore motor, of the heavy duty, slow-speed type, 800 to 1,000 r.p.m. Has impulse starter, fly ball governor, ball bearings throughout, three speeds forward, one reverse. Steers through multiple disc clutches, and all working parts operate under dustproof covers and in an oil bath.

All "Neverslip" and "Lightfoot" tractors, the manufacturers claim, are so constructed that they produce the maximum traction with the least packing effect on the ground, whether operated on the road or on finest prepared seed bed, or summer-fallow. This is due to the use of an endless track instead of wheels for traction purposes. Monarch "Neverslip" and "Lightfoot" tractors have been extensively and successfully sold and used throughout the United States and continental Europe for many years.

Concerning Price Competition

You handle a certain line of implements. It is a good line. You know something about the cost of doing business and have a definite idea as to the price you must obtain to make your profit. It is simple enough to say: "This is a fair price; I must have it." But hold!

Eight or ten miles away another dealer handles the same line. For the purposes of this illustration, it doesn't have to be even the same. But it must be as good. He knows little about the cost of doing business. He is completely out of touch with the experience that all observant dealers have found to hold true generally. His idea of price is that it should be something more than he paid for the tool. So he makes the margin as thin as he dares and unconsciously awaits his inevitable failure.

Can you serenely sit back and let this victim of ignorance get all the business? Or are you influenced by his procedure? Herein lies one of the greatest needs for the educative side of association work in the trade. Get into the association, and take such men in with you.

Some people in this very wide world live on a very narrow margin.

Great Minneapolis Line Described

The Minneapolis Threshing Machine Co., Hopkins, Minn., recently issued a folder describing their separators and their 15-30 tractor, and a booklet filled with letters from dealers giving the reasons why those dealers are selling the Minneapolis line. The Junior separator can be operated by tractors ranging in size from 8-16 to 15-30. It was first manufactured in 1917.

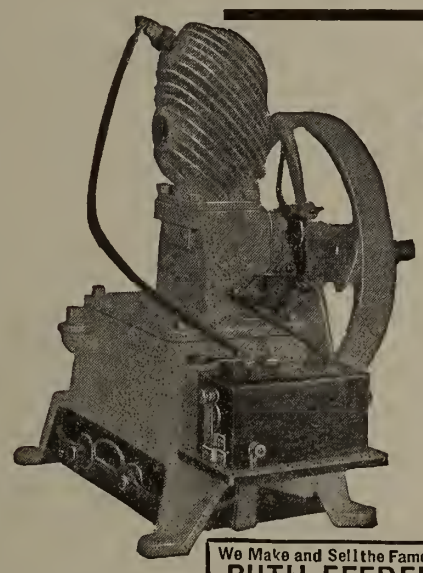
A Multiple Binder Hitch

The Emerson - Brantingham Implement Co., Rockford, Ill., recently brought out a new binder hitch for permitting a train of binders to be hauled by the tractor during harvest. This hitch provides a means of pulling the first binder in an offset position so that the tractor clears the uncut grain while the binder cuts a full swath. The hitch to the second binder pulls the latter in an offset position from the first binder so it too cuts a full swath. This is true of the third, fourth and other binders that may be pulled.

Increase Capital Stock

The Winnipeg Ceiling & Roofing Co., Ltd., head office Winnipeg, with branches at Regina, Calgary and Edmonton, has applied for authority to increase its capital stock from $500,000 to $1,000,000, by the issue of five thousand new shares.

And while your interest is keen on tractors, don't permit the importance of tractor accessories to drop into your forgettery.



Maytag

One-Horse Engine

Best and most powerful gas engine of its size on the market.

Washing Machines

with swinging reversible wringer. The greatest washing machines ever made.

MULTI-MOTOR—equipped with its own powerful little gasoline engine.

BELT-POWER—operates with the power you have available on your place.

ELECTRIC—if you have electricity on your place this is the washer you need.

FULL LINE OF
THRESHERS SUPPLIES

Write for Catalog

We Make and Sell the Famous RUTH FEEDER

The Maytag Company Limited Winnipeg and Calgary

ORDER NOW FOR SPRING SERVICE

MAX

Oil Wagon Tanks

Are in demand because they have proved their value in actual Western Canadian Service.

The difficulty of obtaining raw material will limit the number available for spring delivery. Orders will be entered for filling according to the date of purchase.

Write for our special proposition on orders for immediate and mid-winter shipment. It will help you to close orders.

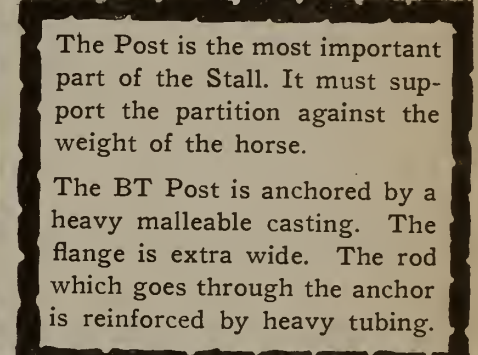
Winnipeg Ceiling and Roofing Co. Limited

WINNIPEG REGINA CALGARY EDMONTON

BT Horse Stalls are no experiment. Our long experience has developed a complete Horse Stall line, and taught us how to build each part of it.

The Post is the most important part of the Stall. It must support the partition against the weight of the horse.

The BT Post is anchored by a heavy malleable casting. The flange is extra wide. The rod which goes through the anchor is reinforced by heavy tubing.



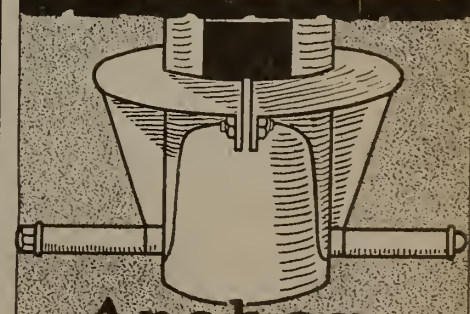
BT Horse Stall Posts are made of Steel and will not crack or break. They are strong and heavy.

The ornamental cap adds greatly to the appearance of the stalls. BT Posts are beautifully painted in green and gold. They are strong, firmly anchored, neatly designed and well finished.

We still have openings for good agents.

Beatty Bros. Limited

St. John, N.B. Fergus, Ont. Winnipeg, Man.
Montreal, Que. London, Ont, Edmonton, Alta.
Vancouver, B.C. London, Eng. 16 Holburn Viaduct, E.C.I.



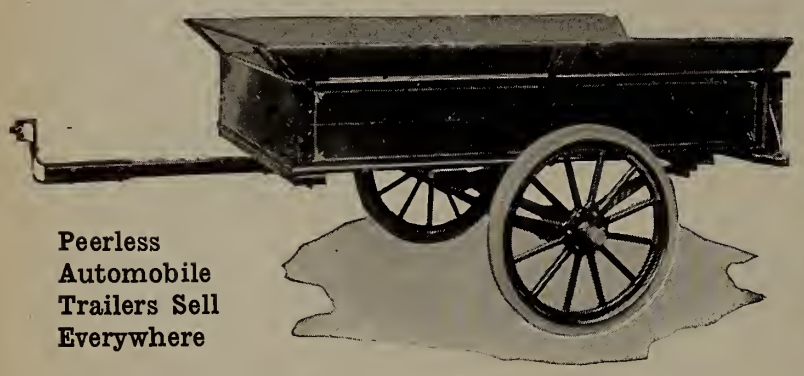
Anchor BT TIME SAVER Horse Stalls

An Invitation To Dealers

We extend Implement Dealers a cordial invitation to visit our office and show rooms at 156 Princess St. during Winnipeg Bonspiel, Feb. 10—21. Our line will interest you. Come right in.

McLaughlin Buggies and Cutters
Canada Carriage Buggies and Cutters
Peerless Automobile Trailers
Medicine Hat Pumps---All Types
"Fox," "Economy" and "Ideal" Grain Picklers
Briscoe Cars, Touring and Roadster
Monarch Tractors, 12-20 and 18-30

Ask for Our Liberal Agency Offer



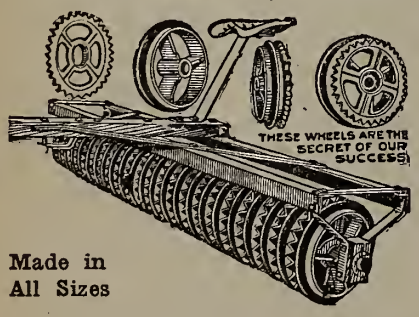
Peerless Automobile Trailers Sell Everywhere

McDonald & McKinnon
156 Princess Street Winnipeg, Man.

NOW is the Time to Book Your Orders for

THE WESTERN PULVERIZER PACKER AND MULCHER

To Insure Delivery in Good Time for Spring Operations



Made in All Sizes

The Western Pulverizer, Packer and Mulcher pulverizes and packs down the soil and puts it in perfect condition for seeding in one operation, either a stubble ground or sod ground. It will not clog. Provides a granular mulch to the land which stops evaporation and preserves moisture.

PLOW PACKER

2 ft. 6 in. two-furrow .....weight 330 lbs.
4 ft. three-furrow .....weight 475 lbs.

SINGLE SECTION

4 ft. .....weight 600 lbs.
6 ft. .....weight 725 lbs.
8 ft. .....weight 920 lbs.
10 ft. .....weight 1200 lbs.
12 ft. .....weight 1400 lbs.

THREE SECTION

11 ft. .....weight 1400 lbs.
15 ft. .....weight 1840 lbs.
21 ft .....weight 2650 lbs.

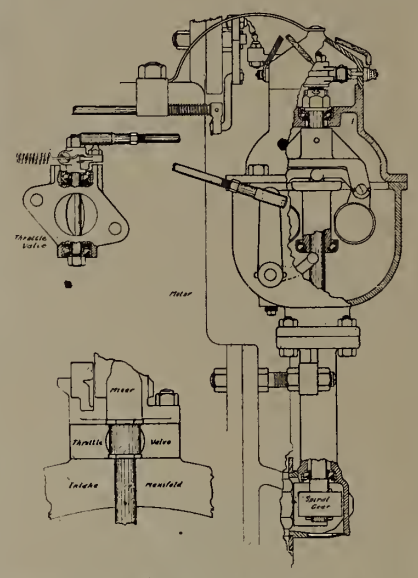
STRONGLY BUILT
SAVE LABOR
MAKE A PERFECT SEEDBED

WRITE FOR OUR DESCRIPTIVE CATALOG AND PRICES

Cushman Motor Works of Canada, Limited
Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E, WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

A New Tractor Governor

The Tractor Appliance Co., of New Holstein, Wis., announce the Taco Governor, especially adapted to Fordson tractors. This governor is different from all previous governors offered for Fordson tractors, in that ball bearings are used throughout its construction and the operator has



Section Showing Ball Bearings in Governor and Throttle Valves

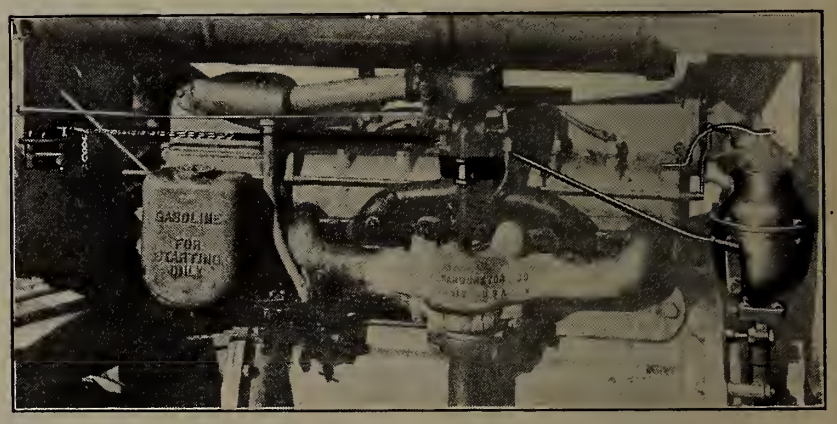
full control of the speed of the engine from the seat of the engine.

tendency to close when released.

In the Taco Governor, friction in the throttle valve is eliminated by mounting the valve on ball bearings, as is shown in the sectional drawing. By means of the arrangement the speed of the engine can be changed during the load range by means of a regular speed control.

The governor shaft upon which the balls are mounted, runs in ball bearings, and the end thrust due to the control spring is taken up by the end thrust ball bearings. The governor weights are heavy enough, ensuring a good pull or torque on the throttle valve. The entire mechanism is enclosed in a dust-proof housing of very neat appearance. Indeed, it is so rigidly constructed that, says the manufacturers, it will give satisfactory service during the entire life of the tractor on which it is installed.

The installation of this governor is very simple and can be done by one man in less than one hour's time. No tools other than those furnished with the tractor are required as there are no holes to drill and no other mechanical operations to perform. It fits right in and forms a part of the machine without detracting from its appearance. The Tractor Appliance Co. report a large demand for this governor.



How the Governor is Installed on the Motor

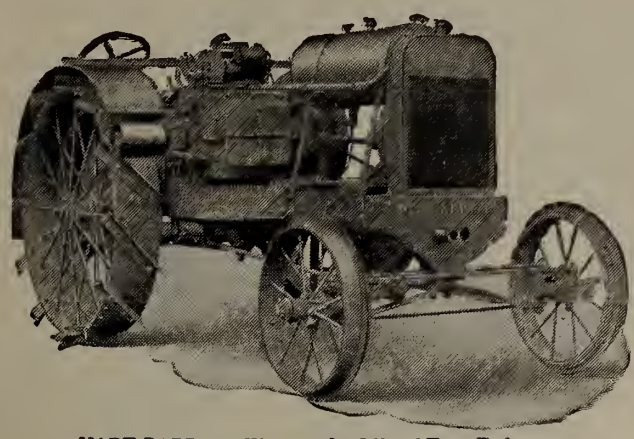
The accompanying illustration shows the Taco Governor in position on the tractor, while the sectional view shows the constructional details of the mechanism.

In the tractor a governor is essential to regulate the speed of the engine when varying loads are encountered. To be efficient a governor must be so designed to adjust the throttle valve at the slightest change of load, or the speed of engine will decrease with increased load, and vice versa. The flywheels of four-cylinder engines being light compared with the horsepower developed, the speed increases very rapidly when the load is released or decreased. Rapid governor action is, therefore, essential, while the valve in the throttle must be balanced, that is, should have no

Hayward Joins Ayer Agency

Harry Hayward, who has an international reputation as an agricultural expert, has joined the staff of N. W. Ayer & Son, of Philadelphia. His services will be at the disposal of the agricultural clients of the Ayer advertising agency.

Mr. Hayward has filled a number of responsible positions in the agricultural world, among them that of assistant chief of dairy division, United States Department of Agriculture; director of the Dairy Department at the Pennsylvania State College, etc. He will be a valuable asset to the Ayer organization.



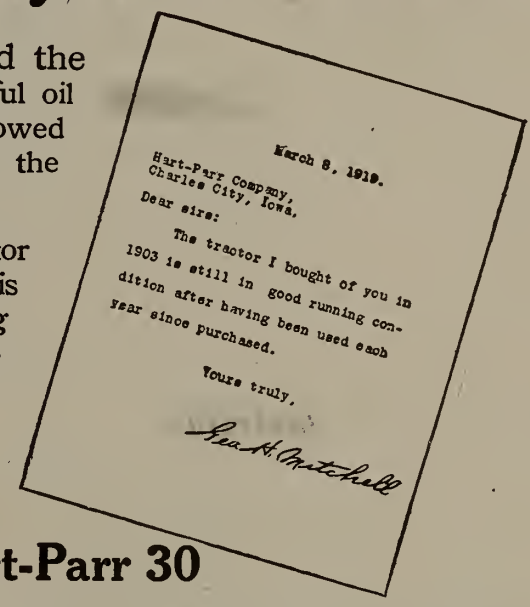
HART-PARR 30—Winning the Official Tests Today

OLD HART-PARR No. 1
The First Successful Oil Tractor

The great grand-daddy of all tractors

Nineteen years ago Hart-Parr founded the tractor industry, building the first successful oil tractor. Many of the old Hart-Parrs that plowed the virgin Northwest prairies are working the same fields today

Hart-Parr 30 today is winning official tractor horsepower tests throughout the country. It is the embodiment of wise construction resulting from nineteen years of tractor building experience. Our best salesmen are the owners of Hart-Parr 30 tractors. Hart-Parr performance in the field and Hart-Parr Aftersale Service keep them enthusiastic.



March 8, 1919.

Hart-Parr Company,
Charles City, Iowa.

Dear sirs:

The tractor I bought of you in 1903 is still in good running condition after having been used each year since purchased.

Yours truly,

Lee A. Mitchell

Long-Life Features of the Hart-Parr 30

One piece cast steel frame, making an engine bed solid as concrete—no bend, no twist.

A two-cylinder twin motor—fewer parts to wear out.

A slow-speed motor—750 revolutions per minute.

Force feed fresh oil lubrication, that keeps fresh oil on bearings at all times.

All working parts easily accessible, making it easy to keep the tractor in adjustment and repair. The Hart-Parr 30 is obviously simple.

The Hart-Parr Aftersale Service that teaches the farmer to take good care of the tractor.

Sturdy construction that dates back to the old Hart-Parr 60's with a record for long life.

DEALERS *Write for our proposition and illustrated literature today.*

HART-PARR COMPANY
Founders of the Tractor Industry
209 Lawler Street, Charles City, Ia.

ABUNDANT POWER FOR THREE PLOWS. WEIGHS 5158 LBS.

HART-PARR 30

NINETEEN YEARS TRACTOR BUILDING EXPERIENCE

SD4

Magneto and Carburetor Firms Hold Annual Conference

About forty district managers, representatives and salesmen of Byrne, Kingston & Co. and the Kokomo Electric Co., attended the annual sales conference held recently at the home office of the two companies at Kokomo, Ind. The conference did not include the 250 special representatives of the companies so a midsummer picnic has been planned for them.

The conference was most successful in every way. "In point of enthusiasm, of good American pep and energy, I've never seen anything to equal it," said Paul Burke, sales manager for Byrne, Kingston & Co. "The year 1919 was a splendid one in every way, and we are going to make 1920 a better one. We expect to double production during the present year and factories for this purpose are already under construction. Reports from every section point to a most gratifying interest in our products."

According to Mr. Burke, the two companies are planning the most comprehensive advertising campaign ever undertaken by them. This campaign will, no doubt, result in a most gratifying business extension in all the lines handled by the Byrne, Kingston Co. and the Kokomo Electric Co.

Members of Sales Organization, Byrne, Kingston Co. and Kokomo Electric Co.

Those on the programme for Byrne, Kingston & Co. were J. W. Johnson, secretary and general manager; Charles T. Byrne, vice-president; Paul T. Burke, general sales manager; Harry M. Lynch, director of advertising; William S. Carlston, chief engineer, carburetor department; E. E. Dean, field engineer; Mark B. Falvey, district sales manager, Chicago branch; Wm. E. Kemp, sales manager eastern division; C. O. Wiley, district manager of tractor sales; Karl Krebser, production manager, and Moore Kelley, manager of the Detroit district.

The program included for the Kokomo Electric Co., John P. Grace, secretary; Mark L. Grace, sales manager; Fay Beale, electrical engineer; P. A. Wiley, superintendent, and J. J. McDowell, director of field service.

The business sessions consumed three days and were held in the administration building of the plant. J. W. Johnson presided in inimitable fashion over the banquet at the Hotel Courtland, which closed the conference. Every person present pronounced the conference a success.

A Special Carburetor Line

Byrne, Kingston & Co., Kokomo, Ind., manufacturers of the well known Kingston carburetors, announce a special line of carburetors which will be of great interest to the implement and automobile trade.

This series embodies Kingston Chevrolet special carburetors, adapted to the Chevrolet Baby Grand and Model 490. Types are also announced for the Buick, and a new Ford Kingston, model L2S, especially equipped with new features and a gasoline strainer. Another special Kingston carburetor is made for Dodge cars, which, it is claimed, insures instant starting and immediate warming-up of the motor under the most severe weather conditions.

The Kingston Maxwell special carburetor is stated to give increased power with very low fuel consumption. It handles high or low test gas with equally successful results. Picks up instantly under load without choking. Gives greater ease in starting and increased flexibility and smoothness in the operation of the motor. This carburetor is extremely economical and delivers the maximum of power at the minimum of expense and trouble.

ANNOUNCEMENT

Winner Fanning Mills

Are Now Only Sold by the Original Manufacturers

Can be furnished with Bagger or Wagon Box Elevator

Built in Five Sizes: To be used by either Hand or Power : : :

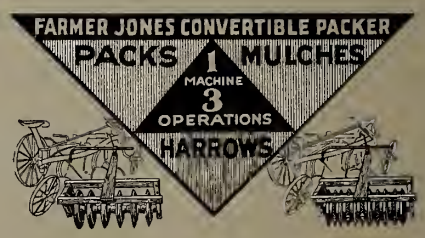
The **WINNER** Mill has been greatly improved and is now manufactured and sold only by us. We are willing to send this Mill on trial to any reliable dealer on a guarantee to do better and faster work than any other Mill.

DEALERS: WRITE FOR PRICES

AMERICAN GRAIN SEPARATOR CO., LIMITED
WINNIPEG, MAN.

NOTICE—This is to advise that the original "Winner Fanning Mill" is now manufactured only by the American Grain Separator Company, Limited. This mill has been manufactured in the past by the Tudhope-Anderson Company, Ltd., and they are authorized to market all such mills they may have on hand or upon which royalty has or may be paid in the final cleaning up of their business with us.

It Has Green Rings

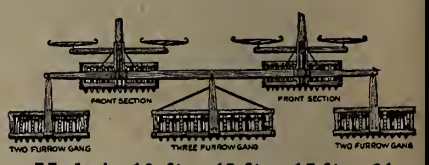


Fits Any Size of Plow

A sub-surface machine is so often needed in light soil after plows. Illustration to the left shows the Farmer Jones Packer with rings and Mulcher wheels taken out, leaving the sub-surface wheels only, running freely on same axle.

A Wonderful Time Saver

By simply unhitching the two 2-furrow gang packers and using them on his plows a man can work his horses elsewhere — make the most of his limited time—prevent soil drifting and conserve the moisture on ALL his land. Note the exclusive Christiansen Hitch in short sections permitting perfect distribution of weight.



Made in 10 ft.—12 ft.—15 ft.—21 ft., separate sections which can be used on Gang Plows.

Supersedes the Old-Type Machine

Farmers this year will insist on getting the Farmer Jones Packer because of its many exclusive and combined features. You had better prepare for the big demand by ordering your requirements now. Besides we make it very profitable for you.

Christiansen Implements Limited

Cor. WILLIAM AND ARLINGTON WINNIPEG, MAN.

3 GREAT Eagle Selling Points

1. The Eagle Tractor, with its twin-cylinder, valve-in-head, slow speed, kerosene engine, is so simple in construction that almost any farmer can keep it going without spending money for repairs.

2. The Powerful Clutch is so simple and easy to get at that anyone can take it apart and put it together again in a little while.

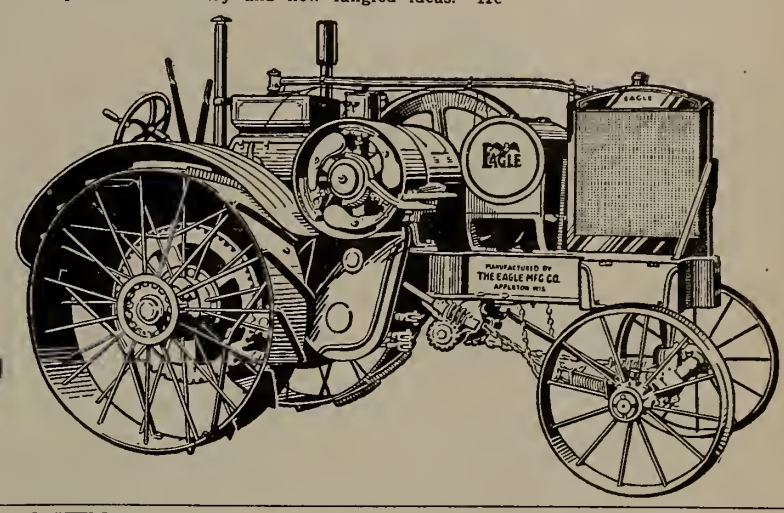
3. The door in the crank case is as handy as a pocket in a shirt. The farmer can adjust the connecting rods or the crank shaft bearings in a twinkling.

Aside from those points the Eagle Tractor has an oiling system second to none. So perfectly oiled that it will outlast other tractors at one-third the expense for oil.

CATALOG and Dealers Terms FREE

IT'S SIMPLICITY SELLS THE FARMER

When a farmer buys a tractor he shuns complicated machinery and new fangled ideas. He sticks to simplicity because he wants a tractor that will not lay down on the job, but do a full day's work. "Little to get out of order, and every part easy to get at" is the slogan of the Eagle Tractor.

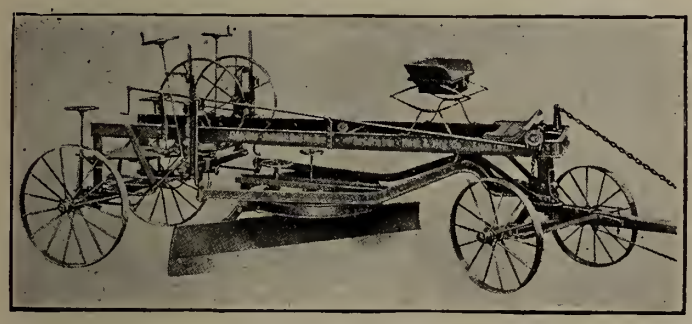


Built in 3 and 4-Plow sizes. Write for attractive dealers' proposition for 1920.

EAGLE MFG. COMPANY
670 Winnebago St., Appleton, Wis.

JACKSON MACHINES LTD., SASKATOON
Distributors for Sask.

Dealers: Better Roads in Your District Means Bigger Business For You



Good roads increase farm values, make your customers richer and allow them to come to town oftener for required equipment and supplies. Good roads are a necessity in every community. Meet the demand in your territory for road-making machinery by handling our lines. You will profit now—and in the future by increased business. We sell a complete line of

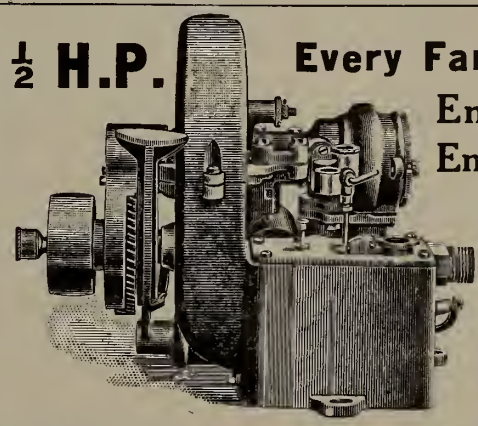
ROAD MAKING MACHINERY

Ask For Literature and Prices On Our
Bucyrus Shovels, Wheel and Drag Scrapers, Elevating Graders and Wagons, Road Rollers, Plows, Levellers and Graders, Sprinklers, Sprayers and Flushers, Concrete Mixers and Stone Crushers.

OUR PROPOSITION WILL INTEREST YOU. ADDRESS

DOMINION EQUIPMENT and SUPPLY COMPANY, LIMITED
1001 McARTHUR BLDG. WINNIPEG, MAN.

½ H.P. Every Farmer a Prospect



Emerson "Hafa-Hors" Engines—Fast Sellers

Step on the Pedal and they start instantly. Just the engine the farmer wants for operating Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions: 16x14x14 ins. Always ready to run. Ask for literature and particulars.

EMERSON WILD OAT SEPARATORS

TWO SIZES: 3-SHOE AND 6-SHOE

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.

See the Emerson Line in the Board of Trade Bldg., Winnipeg, during the Dairy Show, February 16-21.

GET OUR AGENCY PROPOSITION

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE WINNIPEG, MAN.

Hyatt Exhibit at Show

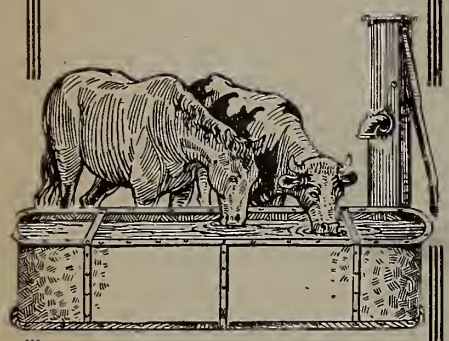
The Hyatt Roller Bearing Co., Chicago, announce that they will have every complete line-up of Hyatt equipped farm machinery at the Kansas City Tractor Show. This will include tractors of all types, plows, coulters, gauge wheels, cultivators, binders, threshers, windmills, sprayers, feed grinders, ensilage cutters and silo fillers. An instructive booklet entitled "A Primer on Performance" will be distributed during the show week.

DEALERS

If you have not compared the MANITOBA wood pump with others you should do so before ordering your Spring stock.

Tubing furnished in any lengths up to 16 feet without joints.

Our cylinders, buckets and all other parts are interchangeable with all other makes of wood pumps.



LARGE CAPACITY
EASY PUMPING
LONG LIVED

Ask For Prices

Territories open for 1920 contracts on Wood Pumps and other goods as follows:

Iron Pumps; Gasoline and Kerosene Engines; Windmills; Feed Grinders; Roller Crushers; Saw Frames; etc. A post card will bring full information.

Manitoba Engines, Ltd.
BRANDON - - - MAN.

Important Facts to be Considered When Selecting a Tractor

By C. G. Wuthrich

It has long been the consensus of opinion among expert farmers, farm managers and farm experts that the most economical and efficient tractor for the farm of any size large enough to justify the use of a tractor in the first instance, is the largest tractor which, with its implements, can under ordinary circumstances be operated by one man, thereby getting the largest amount of work from the least labor cost, which is a vital factor.

It has been well said by men of great experience in tractor farming, that the first cost is a secondary consideration in the purchase of an economical and efficient tractor at the end of from one to three years, as a properly built tractor can, and will easily save far more than the difference in the first cost through repairs and maintenance, to say nothing of its saving in fuel and oil.

A tractor, to be economical on the farm or elsewhere, must be so constructed that it will operate successfully on low-grade oil as fuel; be economical in the use of lubricating and stocks of repair parts, and must be sufficiently large and easy of access so that the least delay is caused when repairs are required.

The successful farm tractor in Western Canada, the writer believes, is that tractor which will most successfully replace horses on the farm—under all conditions. It must be so constructed as to successfully perform every operation — plowing, harrowing, discing, seeding, harvesting, threshing and marketing the crop —under every condition, and in the same time that it would be possible to do the same work with horses, and do it cheaper. A tractor must not be an expensive, cumbersome machine which will only plow and thresh under ideal conditions, which makes it necessary for the owner to keep and feed horses the same as though he did not own a tractor. The tractor must be a general farm power.

The farm tractor is said to be the result of taking a locomotive off the steel track and trying to use it on the ground without tracks, which has produced the inevitable result that these machines have been practically useless except under ideal conditions and proper footing. The track-laying tractor manufacturer did not make this vital mistake, but built a machine so that it laid its own track down and picked it up as it went along, by means of an endless, manganese-steel belt on which it travels, over good roads or over wet, soft ground, making it possible to do farm work early in spring or late in fall or during winter, in mud and snow, according to local conditions.

Manager Wanted, for Canadian National Newspapers and Periodicals Association

To act also as Secretary-Treasurer, and carry on the Association's general work, under the direction of the President and the Board of Directors, study the interests of the various classes of publications in the Association, and plan and carry on promotion work in their interests. Applicants should understand advertising and merchandising.

Apply in writing only, stating age, full details of experience, and salary expected. Applications will be treated as confidential.

Address Acton Burrows, President, Canadian National Newspapers & Periodicals Association, 70 Bond Street, Toronto.

The Future in Wagon Business

At a recent meeting of the Wagon Dept. of the U. S. National Vehicle & Implement Association, the members contended that the average farmer will not rid himself of all his horses even though he buys power-driven vehicles, and that he must, for certain uses, keep his wagon, which is most economical in many instances, particularly for short hauls and heavy loads.

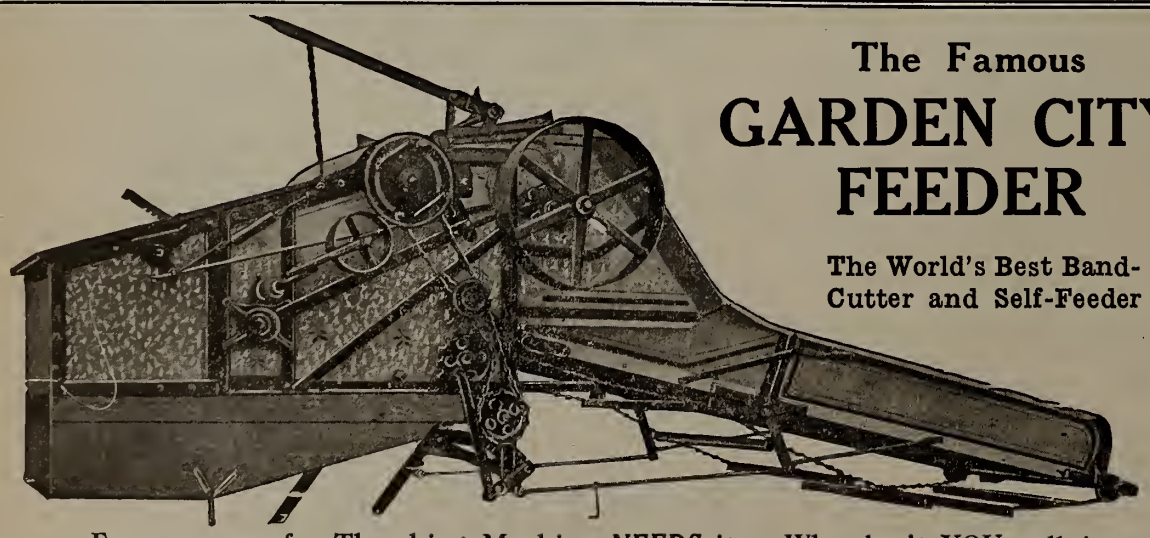
It was also pointed out that the dealer can develop his wagon trade into a money-making proposition, in as much as investment in a carload of wagons is no greater than in an average carload of farm implements; that his cost of warehousing is no more; that his expense in setting up is materially less; that he is not called upon for service following the sale, and that his selling expense is much decreased when compared with that necessary to sell articles which are newer to the farmer's experience.

Auto Accessory Business

Every year sees an increasing number of implement and farm equipment dealers entering the business of distributing automobile accessories. In addition to automobile and accessory lines, many dealers carry on profitable garage businesses.

Automobile accessories are profitable. Auto owners are, as a rule, responsible, representative men whose trade is well worth cultivating. Many of the dealers make the mistake of considering the auto accessory business as merely a sort of side-line. The truth of the matter is, that with the proper attention, a department devoted to these lines may be made one of the most profitable departments in the implement store.

Your community doesn't owe you anything unless you can collect it.



The Famous
GARDEN CITY FEEDER

The World's Best Band-Cutter and Self-Feeder

Every owner of a Threshing Machine *NEEDS* it. Why don't YOU sell it to him? GENEROUS commissions paid to *LIVE* agents. No *DEAD* ones wanted

Ask any of the Following Firms for Contract:

THE GARDEN CITY FEEDER CO., LTD., Regina, Sask.

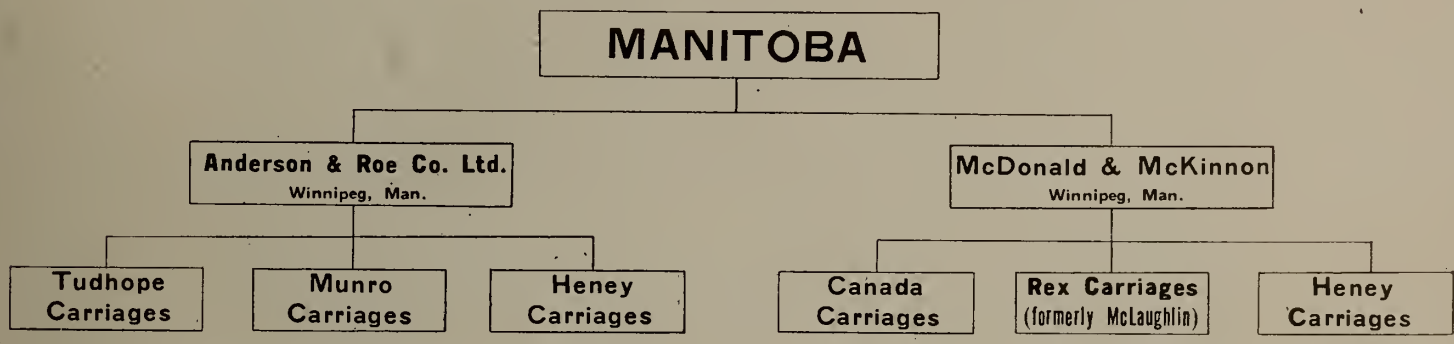
BRUCE DAVISON CO., Brandon, Man.
A. E. GARDINER, Saskatoon, Sask.
W. S. MUNROE CO., Calgary, Alta.
MART McMAHON, Lethbridge, Alta.

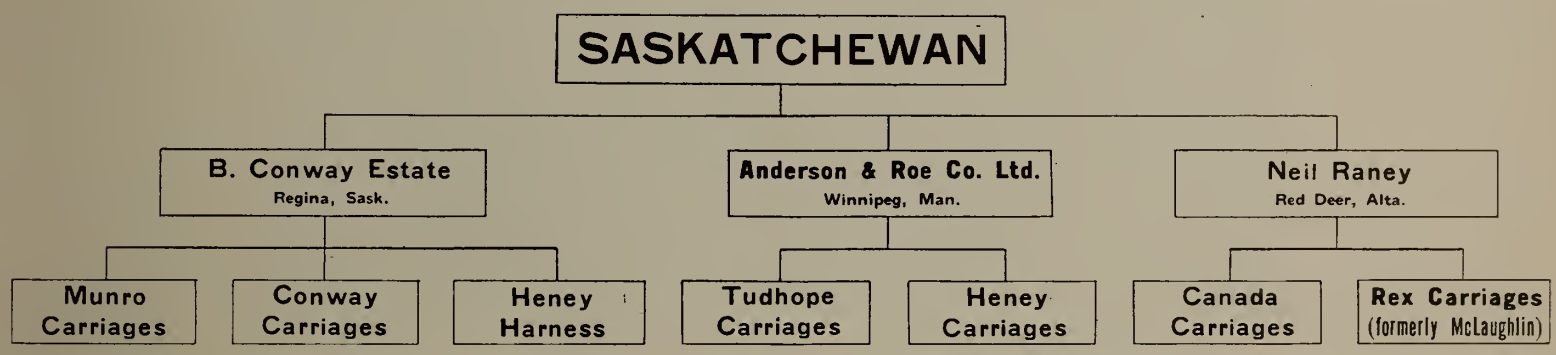
P.S.—We also sell the **CASWELL ADJUSTABLE BELT GUIDE**

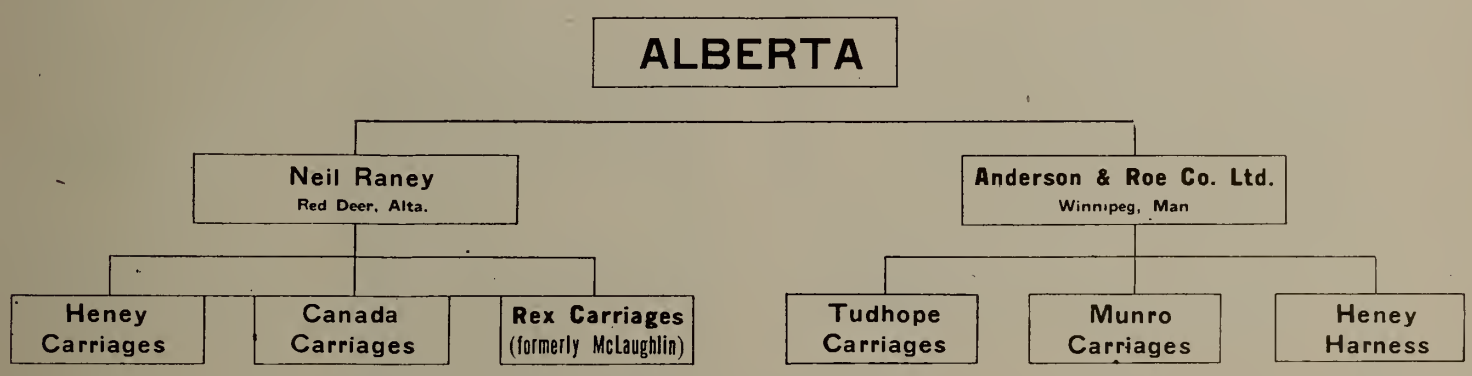
CARRIAGE FACTORIES LTD.

ORILLIA, ONT.

wish to announce the following changes in their selling organisation in Western Canada







We also Manufacture a complete line of Commercial Bodies for Ford Ton Trucks and other Chassis. Open and Closed Bodies for Pleasure Cars and All-Weather Tops for Ford, Chevrolet, Gray-Dort, Overland, Briscoe.

Canadian Manufacturers of "REX" Tops for McLaughlin and Dodge Cars.

If interested, send for Catalogues and Price.

Branch Men Met at Factory

Early in the year the annual meeting of the Avery branch and sub-branch managers was held at the factory and main office, Peoria, Illinois. At the convention business and business methods for 1920 received a large amount of consideration both from the branch men and factory executives. Branch managers from all over the United States and Canada attended the convention, and the following head office executives were amongst those who were present at the various sessions:

J. B. Bartholomew, president; R. J. Boynton, vice-president; C. E. Browner, sales manager; A. Y. Bartholomew and E. R. Bowen, assistant sales managers; H. J. Barbour, advertising manager, and J. H. Wiley, assistant advertising manager; G. L. Avery, secretary; E. M. Voorhees, export manager, and W. J. Brandon, mechanical engineer.

The branch men were conducted through the large factories, visiting all departments and seeing how Avery tractors and other machines are produced . At a dinner, the branch managers, factory foremen and department heads held a most interesting session. Several important topics were discussed at subsequent meetings, among which were addresses on the following subjects:

"1919 Results and 1920 Outlook," by E. R. Bowen, assistant sales manager; "Factory Improvements and Plans for 1920," by R. J. Boynton, vice-president; "New Machines and Improvements for 1920," by J. B. Bartholomew, president.

A general banquet was also held at which all the branch men, department heads and their ladies attended. Many interesting speeches were made and the annual convention is voted by the Avery branch managers as the best on record. They returned to their various territories determined to make 1920 a record year in the annals of the Avery organization.

A Canadian-Made Engine

The London Gas Power Co., London, Ont., reports an excellent demand for their line of "London" engines. These engines are made in sizes from 2 to 15 H.P., and remarkable interest is shown in this line by farmers who are on the market for power equipment.

G. F. Cowper, sales manager of the company, informs Canadian Farm Implements that the company are able to quote the very reasonable prices they do on their engines because their factories are equipped for continuous quantity production. The "London" engine is Canadian-made from start to finish. The company make all the main parts and the balance are manufactured in Canadian factories. This engine is of the vertical type, modeled after the automobile type motor. All moving parts are enclosed, so that there is no possibility of dirt or dust getting into the cylinder. The gasoline supply is held in the hollow base, eliminating all risk of fire—a most important point in farm engine operation, assuring lower insurance rates for the owners. The company state that the "London" engine can be operated outdoors in the coldest weather, and is guaranteed against damage from freezing. It is especially adaptable for all kinds of farm power requirements, sustains hard usage and sells at a price that appeals to the dealer's customers. The London Gas Power Company have recently issued an illustrated catalog fully describing their line of engines.

Now for repair orders.

Hawkins General Manager for Webster Electric Co.

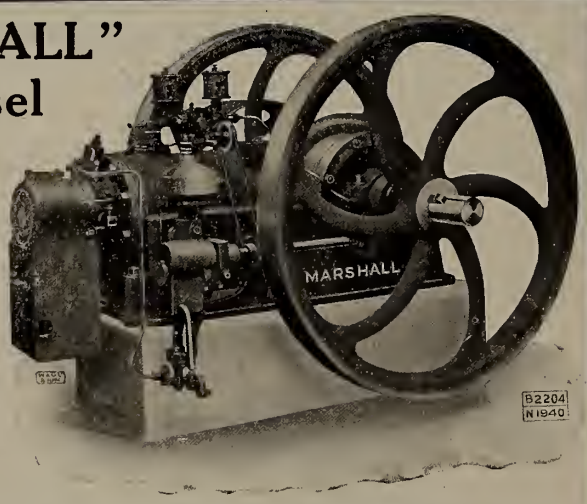
E. A. Hawkins, formerly general sales manager of the telephone, power and light departments of the Western Electric Co., has been appointed general manager of the Webster Electric Co., Racine, Wis., manufacturers of the Webster Tri-Polar Oscillator Magneto.

Mr. Hawkins served eighteen years with the Western Electric Co., the early part of which was spent in engineering capacity. He was later connected with the sales department, and since 1912 was general telephone sales manager.

His experience especially prepares him for his new duties, as this wealth of knowledge is directly applicable to his present requirements, since in most cases the ultimate user of the products of both companies is the farmer.

The Webster Electric Co. has been very fortunate in securing as their leader a man with such capabilities and sterling qualifications in directing the future expansion of this growing concern, and we predict for the above company, under this leadership, a most successful and prosperous future.

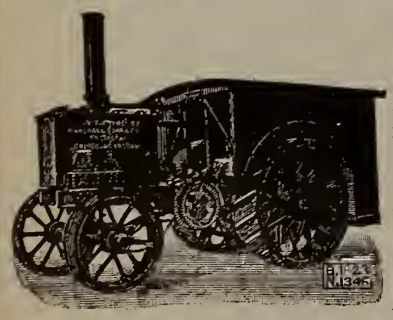
"MARSHALL" Semi-Diesel Crude Oil Engines



Sizes in stock: 10-12-16 and 20 B.H.P. The most efficient engines for electric lighting, pumping, sawing, flour mills and all heavy service. The farmer wants plenty power. Sell him a "Marshall" — real power economy. Automatic ignition. Easy starting. No poppet valves. Magneto or battery ignition. Ask for full particulars and prices.

"Marshall" Tractors and Engines are British Built and British Quality

Foremost for Service--in Peace as in War



Dreadnaughts of the Prairies

Made in two sizes: 16 Draw-bar H.P. with 30-55 H.P. on the belt, and 32 Draw-bar H.P. with 60-70 H.P. on the belt. For economical plowing, road grading or belt work the biggest tractor value sold. Our tractors are built like a battleship and run like a watch. Low fuel consumption; dependable. The dealer's profits are not absorbed by service as is often the case. Get special catalogue and investigate "Marshall" quality.

Dealers: Pay us a visit. We are located on Eleventh St. West and will be glad to show you our lines.

LITERATURE, PRICES AND PROPOSITION ON REQUEST

MARSHALL, SONS & CO. (CANADA) Ltd.

P.O. Box 1564 (ENGINEERS) Phone: 3393

SASKATOON, SASKATCHEWAN

NOTABLE FURTHER PROGRESS *of the* UNION BANK OF CANADA

H. B. SHAW

General Manager, who returned the strongest report in the Union Bank of Canada's History

Assets built up to $175,000,000 and $2,000,000 added to Reserve Fund

Bank's Position Strongest in its History

1425 NEW SHAREHOLDERS

With assets built up to a total of $175,000,000 and $2,000,000 added to the Reserve, bringing that fund to a total of $5,600,000, the 55th annual report of the Union Bank of Canada discloses that the Bank is in the strongest position in its history. Significant extensions throughout Canada and abroad, aimed to assist in the fullest possible development of growing Western communities through the enlargement of their banking accommodation are announced.

The Union Bank of Canada's impressive figures are all the more gratifying having full regard for the vicissitudes of the reconstruction period through which the country has been passing.

The total deposits have reached $135,500,000. Of this amount interest-bearing deposits, which actually represent the savings of the nation, show a satisfactory increase of $15,900,000 in the year. This substantial gain was recorded in spite of heavy withdrawals for public participation in the Victory Loan of 1919. Subscriptions passing through the Union Bank of Canada amounted to $28,500,000, a great proportion of which was directly withdrawn from deposits.

Current loans in Canada total $86,500,000 compared with $74,000,000, a gain of $12,500,000, or 16.89 per cent. This substantial sum will indicate that the Union Bank of Canada is doing its part toward meeting increased demand for loans from the Canadian public.

During 1919 the branch bank system was expanded to a total of 390 branches, 89 being opened in the year.

Every endeavor has been put forward to make comfortable the re-establishment of the returned soldier. 936 members of the staff enlisted for overseas service; 123 paid the supreme sacrifice; 130 have not reported for duty, but 683 have been absorbed into the Bank again. Each of these returned officers has been reinstated at an increased salary.

The President, Mr. John Galt, and General Manager, Mr. H. B. Shaw, made a strong plea for national and individual thrift based upon the country's necessity of liquidating huge war debts. "Trade conditions in Canada are good," said Mr. Galt. "We are getting high prices for our products. It is a time, however, when we should put forth every effort to increase production and build up reserves against lean years that are sure to come. The war is not paid for. Part of the price will be hard times, though they may not yet be in sight. If we are wise we will prepare for them."

CULTI-PACKER

TRADE MARK REG.

It Cultivates — It Packs

Buy Culti-Packers in Carloads

THE experience of hundreds of implement dealers proves that the best way to buy Culti-Packers is in car-load lots.

With this quantity you can put on a special canvassing campaign or field demonstration.

The farmer will buy twice as easily from a car-load lot, because they see that many of the tools are being sold. You establish yourself as a Culti-Packer dealer and you get the big share of the increasing business that comes in every community where they are sold.

We have never known a dealer who bought Culti-Packers in car-load lots to fail in selling them at a profit. We have never known one who did not come back for more.

Write your implement branch house for information on a carload of Culti-Packers.

Culti-Packers For Sale By Leading Branch Implement Houses

THE DUNHAM CO., Berea, Ohio, U.S.A.

Power and Plowing

The power required for pulling plows varies from 250 to 1500 pounds per bottom, depending on the kind and condition of the soil, depths and the type of plow used. The average 14-inch moldboard plow, working 6 inches deep, requires three horses. The average draft of a horse is 150 pounds, and his walking speed about 1.8 miles per hour. On this basis it is usually assumed that a 14-inch plow requires a pull of only about 450 pounds, but this is practically always exceeded on account of the fact that in plowing, horses are worked considerably beyond their average draft.

Actual dynamometer tests of three horses pulling a single 14-inch plow show a drawbar pull as high as 600 pounds, or 200 pounds per horse. In considering the problem of applying tractor power to plows, it is not safe to figure on much less than 700 pounds average drawbar pull per plow, and it is necessary to provide sufficient power in the tractor to exert a pull of 1000 pounds per bottom for average conditions of plowing This is due to the fact that in a field where the average pull per bottom will be 650 or 700 pounds, hard spots or tough places will often increase the draft to from 950 to 1000 pounds.

Small Threshers a Profitable Line

The sale of threshers for individual use is something the western implement dealer cannot afford to overlook. There is a great advantage in the farmer owning his own thresher, in that he does not feel compelled, as do the custom threshers, to crowd the grain through regardless of the amount that goes over the tail of the machine. He can handle the thresher with his own crew, or with the help of one or two of his neighbors, get his grain threshed at just the right time without having to wait his turn on the list. He can take advantage of both weather and markets.

The Belle City Manufacturing Company, Racine, Wis., who manufacture a line of threshers for individual use, state that they are in a position to supply several hundred of their machines to a distributor in Western Canada this year. With large manufacturing facilities, their supply is assured, and the Western Canadian trade know that the reputation of this line is excellent, from experience gained by users everywhere.

The company state that they were the first builders in the entire west. The International Harvester Co. distributed the New Racine thresher in Canada from 1906 until 1919, when they discontinued Canadian distribution, having developed a machine of their own to take care of the Canadian trade. They still handle the Racine thresher in United States territory, with great success. Therefore, this line of thresher needs no introduction to the farms throughout Western Canada.

At the present time the Belle City Mfg. Co., state they are in a position to contract with reliable distributors in Western Canada for the sale of their threshers. They could use a distributor to good advantage at Winnipeg for Manitoba, and also in the provinces of Alberta and Saskatchewan. The threshers are fully guaranteed and, being simple and efficient, they require practically no experting. It is claimed that they actually save a much larger proportion of the grain threshed than the large machines.

Avery Exhibit at Kansas City

The National Tractor Show at Kansas City, Missouri, Feb. 16th to 21st, is going to be the scene of a huge and complete exhibit of the entire line of Avery motor farming, threshing and road building machinery, including the standardized sizes of Avery tractors, with the two smaller light weight sizes, the complete line of tractor driven machinery and also a line of tractor drawn machinery. Avery tractors are made in the following sizes: 8-16, 12-25. 14-28, 18-36, 25-50 and 40-80 h.p. All sizes of the Avery separators will be shown. The leading executives from the factory will be present.

About the most virtuous vice we can think of is service.

Grain Cleaners
And Wild Oat Separators

Show your customers how they can get perfect grain for market by using our

New Dual

Grain Cleaner. This cleaner gives the farmer three times the capacity of all old types of fanning mills, and does a perfect job on any grain.

Also the old, reliable "New Superior" Fanning Mill.

Ask for Particulars and Agency Offer

Cushman Light-Weight Engines Threshers - Feeders

Cushman Motor Works of Canada Limited

Dept E Whyte Ave and Vine St. Winnipeg, Man.

DISTRIBUTING WAREHOUSES: Moose Jaw, Saskatoon, Calgary, Edmonton

Tank Heaters
Straw Spreaders
Lincoln Saws
Incubators and Brooders
Auto Accessories
Tractor Plows
Combination Threshers
Light-weight Engines
Lincoln Grinders
Vacuum Washing Machines
"Hoiland" Wild Oat Separators
Smut and Pickling Machines
Wagner Hardware Specialties
Western Pulverizer Packer and Mulcher
Shinn-Flat Lightning Conductors
"Does More" Lighting Plants
24 x 46 Separators
Langdon Feeders
Fanning Mills
Cushman Grinders

The Cushman Agency gives you Prestige and Profits

THE BEST IMPLEMENT BUILT FOR LIGHT WEEDING

Made in two weights, 35 and 50 pounds per section. The 35 pound section is what farmers have waited for. Interchangeable on any diamond harrow drawbar. Each section has eight channel bars and two flat bars. Recommended by agricultural authorities for use on old land after the crop is up. Cultivates the soil around the growing grain, giving a perfect mulch for conserving moisture. Our 35 pound sections save their cost on every acre by increasing the crop yield. Ask for prices and particulars—NOW.

WATSON'S HARROW CARTS

Let the farmer ride while harrowing. Extra heavy 34-inch wheels have concave steel rims, removable boxings and sandbands. Swivel axle design allows cart to turn with harrow.

John Watson Mfg. Co. LIMITED.

311 CHAMBERS STREET, WINNIPEG, MAN.

Seasonable Lines

Feed Cutters, Roller Crushers, Grain Grinders, Saws, Whiffletrees, Wheelbarrows, Viking Cream Separators, Hand and Power Washers.

Are you letting a competitor get the Tractor Business you should have?

WE ARE at the beginning of the greatest forward movement ever known in the farm implement business in this country.

Tremendous changes are taking place right under the eyes of dealers everywhere—yet the average dealer seems to know nothing about it, and only one in ten will ever get the profits he is entitled to from what will, shortly, be one of the biggest industries in America.

The other nine are the kind of men who wait, debate and argue about a thing until it is too late; who allow a situation to dominate them instead of dominating the situation themselves.

Perhaps you have realized that you were letting a competitor get the tractor business you should have, because you were not sure how you could meet the situation.

On the other hand, you may be satisfied to "sit tight" and see your competitor reap the profits from the tractor and tractor implement business in your locality.

The G-O Tractor meets the popular demand of the farmers all over the country because it is the popular type of tractor,—having four wheels, four cylinder vertical engine, and because they have given years of satisfactory service to the farmers in every part of the country.

The G-O Tractor is manufactured by The General Ordnance Company in their two plants at Cedar Rapids, Iowa, and Derby, Conn., and only a company with its financial resources can keep pace with the coming developments of the tractor industry,—can command the best men and materials which the industry affords.

The more you know of the meaning of tractor service ability, economy and long life, the more you will appreciate the G-O Tractor.

Let us tell you how we stand behind the G-O Tractor,—what we do to help you sell them. You will find this information and some mighty interesting tractor facts for the dealer in a few minutes' reading of our new book, "How to Find the Right Tractor." Write for it.

The General Ordnance Company

Western Works and Sales Office
CEDAR RAPIDS, IOWA

2 West 43d Street, New York City

Eastern Works
DERBY, CONN.

Factory Distributors—

For Manitoba—

The National Farm Tractor Co., Ltd.

Office: 519 Sterling Bank Building, Winnipeg
General Warehouse: Cor. McPhillips and Winnipeg Ave.

For Saskatchewan—

Ontario Wind Engine and Pump Co., Ltd.
Regina, Sask.

Hart-Parr Holding Dealers Conventions

The Hart-Parr Company conducted a unique series of dealers' conventions at the factory at Charles City, Iowa, during December and January. The Hart-Parr is a strong believer in the value to the field organization of a visit to the factory for the study of sales, service and production problems at first hand, and in the organization morale created by such association between field and factory.

For years this company has held large dealers' conventions, but found, as their field organization grew, the very magnitude of it defeated the purpose of the convention, rendering intensive convention work difficult.

This year the Hart-Parr Company is trying out a series of small two days' dealers' conventions, each distributor gathering his dealers at a central point and coming through to the factory in special cars. By the time they reach the factory the dealers are well acquainted.

Figure your tractor overhead.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

C. M. C., Man. — The Caswell binder hitch is manufactured by the Caswell Mfg. Co. at Cherokee, Iowa.

J. A. K., Man.—You can procure wheels for small trucks, 18-inch diameter, from the John Watson Mfg. Co., Winnipeg.

H. R., Man. — The Ohio engine was formerly sold by the Burridge-Cooper Co., Winnipeg. Repairs for this engine can be procured from the Hart-Parr Co. of Canada, Higgins Ave., Winnipeg.

C. H., Sask.—"Fresno" wheeled and drag road scrapers are manufactured by the Holt Mfg. Co., Stockton. Write Holt Mfg. Co., Calgary, Alta.

C. H. G., Alta.—In a machinist business, with adequate help, you should be able to handle a line of implements. You could get in touch with some of the following concerns in Calgary: The International Harvester Co., The Cockshutt Plow Co., John Deere Plow Co., Massey-Harris Co., and Canadian Fairbanks-Morse Co.

F. M., Man.—So far as we are aware, there is no machine on the market for driving fence posts. The nearest approach to such equipment is an engine-driven post hole auger, made by the Gus Pech Mfg. Co. at Le Mars, Iowa.

R. J., Sask. — The feed grinder called the "Modern Hero" is one of the Appleton line. For parts address the manufacturers, The Appleton Mfg. Co., Batavia, Ill.

O. & H., Sask.—The disk harrow with boxings marked 932C and lever ratchets 930L and 930R is one of the Grand Detour make. For parts address the Grand Detour Plow Co., Dixon, Ill.

T. R. S., Sask.—Parts H348 and H349 are for a Rock Island disc harrow. For replacement write the Northern Rock Island Plow Co., Minneapolis, Minn.

G.M.S., Sask.—Parts 4H311, 2H310 and 6H355 are for a disc made by the Emerson-Brantingham Implement Co. Address the Regina branch of the company.

K. E., Man.—Sulky plow with wheel boxing 2E56 and collar 2F298 is a Fuller & Johnson plow. The only repair source is the Eaton Company, Winnipeg.

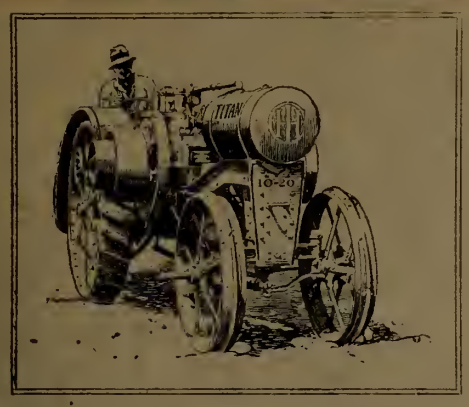
G. L. T., Sask.—Top bearing spool box No. 766; bottom bearing spool box No. 767 are for a disc harrow made by the B. F. Avery & Sons Plow Co., Louisville, Ky. Send direct to factory for necessary parts.

J. S., Sask. — We do not know of a feed cutter called the "Canadian." The Cockshutt Plow Company produce a line of these machines named the "Canada." This may be it. Write nearest branch of company for particulars.

H. C., Alta.—No. 958 is the lever arm on front axle of a Weir gang plow, formerly made by the Kingman Plow Co. The only repairs now existing for Kingman goods are stocked by the Martin & Kennedy Co., Kansas City, Mo.

J. R., Man.—X667 is the intermediate gear, 44 teeth, on a No. 8 Massey-Harris drill. X673 is change gear, 34 teeth on same drill. X789 is the support and bearing for the square countershaft, left, grain drive, on same drill. The Massey-Harris Co., Winnipeg, can supply these parts.

B. T., Sask.—The Gade air-cooled engine is manufactured by Gade Bros. Mfg. Co., Iowa Falls, Ia. Do not think that repairs are carried anywhere in the West, so you should write factory.



The Sensible Leaders

of the

1920 Field

IN THESE TIMES the chug-chug of the farm tractor is heard in every corner of the land. Tractors are at work in the fields of thousands of farms, and if you look them over you will see that they are a mixed lot.

The tractor industry is still in its youth. Novelty has not yet been eliminated from the advance into power farming. The untried theorists are still in the ring, limping but not out of the running. Adventurers who swarmed in are still "playing the game." The hazards facing agent and farmer in search of power are many.

In all this turmoil, the INTERNATIONAL HARVESTER line of tractors has lighted the way. To-day TITAN 10-20 and INTERNATIONAL 15-30 are completely established. They are leading because they are products of sane and practical builders of good farm machines; because they are backed by many years of experience and unquestioned reputation.

To-day these tractors are the standard-setters of the industry. During the past year they have been the topic of conversation on the tongues of thousands of agents, farmers and tractor makers, the nation over.

Selling at popular low prices these tractors have faced a sensational demand. A few months ago this desire for ownership of tractors of INTERNATIONAL HARVESTER manufacture had flooded the works with thousands of orders which could not be filled at once, though a new tractor was being turned out every few minutes.

Every effort is being directed to greater production and to continued pre-eminence of TITAN 10-20 and INTERNATIONAL 15-30 during 1920. There are, however, many elements of uncertainty. This is earnest advice to agent and purchaser: Orders for INTERNATIONAL HARVESTER tractors must be placed far in advance. No other course will assure delivery.

INTERNATIONAL HARVESTER COMPANY

OF CANADA LTD.

HAMILTON, CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N B.

TITAN 10-20

START NEXT YEAR NOW!

Be thankful that your farm-trade is stable, never upset by strikes, seldom uncertain over material—seed, rain, soil and sunshine. You can safely contract *now* for a good supply of Grand Detours, because you *know* your trade will take them. And it's wisdom to contract early—you know we've *never* been able to make *quite* all we could sell, even under normal conditions. Buy plenty of Grand Detours and start your 1920 selling at once. Then if you have to reorder you'll still be ahead of the procession.

J. I. CASE THRESHING MACHINE CO., Dixon, Illinois
Grand Detour Plow Division *Established 1837*

Look for the Eagle
—our Trade Mark

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Racine, Wis., and all branches;

AVERY CO., Peoria, Ill., and all branches;

ADVANCE-RUMELY THRESHER CO., INC., La Porte, Ind., and all branches.

NOTICE—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works.

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 3 WINNIPEG, CANADA, MARCH, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

Governor Harding

Federal Reserve Board

TO the Canadian Club said:—"Work and Save is the great remedy for the High Cost of Living."

The advantages of a Savings Account are apparent to most persons, but have you experienced the convenience of a Joint Account? Any of our 390 Branch Managers will give you the particulars.

ASSETS EXCEED $174,000,000

UNION BANK OF CANADA

HEAD OFFICE :: WINNIPEG

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corpn., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Sell WATSON'S HARROWS

WATSON'S BOSS WOOD HARROWS

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design. Have exclusive features. Easy sellers. Sizes: 78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet; 174 Tooth, 30 feet; 222 Tooth, 38 feet.

WATSON'S All-Steel Diamond Harrows. Made in two weights: 35 and 50 pounds per section. Interchangeable on any diamond harrow draw-bar. The best implement made for cultivating soil around growing grain. Ask for prices and particulars.

Genuine Moline "ACME" Shares

The original soft center share Give perfect wear, Order your stock now.

Repairs for Moline and Janesville Implements

Moline Plows—Moline Disk Harrows—Mandt Wagons and Farm Trucks—National and Mandt Manure Spreaders—Monitor Drills—Moline Engine Gangs—Adriance Binders, Mowers and Rakes.

Also Repairs For
Janesville Plows,
Disc Harrows, etc.

SEND US YOUR REPAIR ORDERS

John Watson Mfg. Co. LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

The Wagon Loaded

LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS

Going Home

"The Seat that is Stronger and Better"

Fit any wagon or sleigh box made. Take up no box space. Low set, giving protection from wind and full control over team. Light, strong, easy riding. Specially tempered coil springs carry 600 lbs. with ease. Get a stock on your floor now. Ask for prices and attractive discount. Every farmer is a prospect.

MANUFACTURED AND GUARANTEED BY THE

WAWANESA WAGON SEAT COMPANY

WAWANESA, MANITOBA

"Old Age Pension"

To obtain Life Insurance is to take advantage of the surest preventive of poverty civilization has produced.

Some think of Life Insurance as benefitting others alone. The first idea is to protect dependents, but this is by no means the only benefit. There is no better way of caring for one's own future, no better "old-age pension" fund, the payments for which are largely at one's own disposal during the whole period of payment.

The Great-West Life Policies provide protection on most attractive terms. They are inexpensive, clearly-worded, liberal and profitable. Ask for information, stating age.

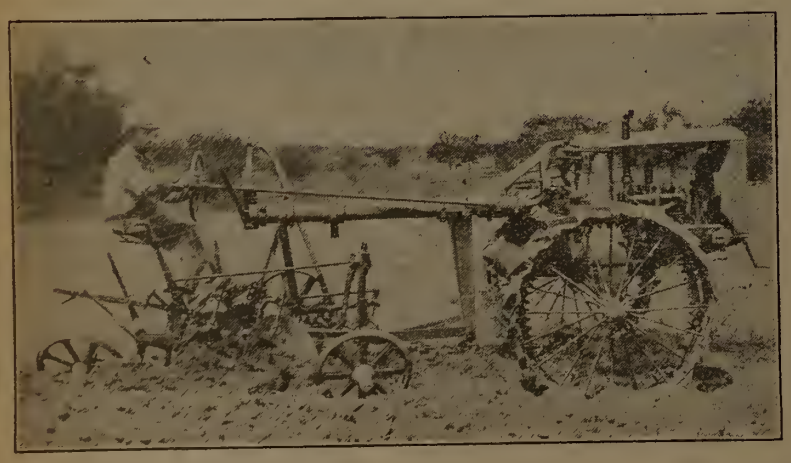
THE GREAT-WEST LIFE ASSURANCE CO.

Dept. "P.16" HEAD OFFICE, WINNIPEG

Spring Plowing is only one of the Tasks of the ALLIS-CHALMERS TRACTORS

The 18-30 tractor will pull 4 plows and pull them fast. It has well over 30 H.P. for belt work. Its Allis-Chalmers 4-cylinder valve in head motors shows great economy on kerosene at all loads. All moving parts enclosed and dirt proof. It has removable cylinder walls, roller bearings throughout and all other modern features. An Allis-Chalmers product from radiator to draw bar, officially proven a leader in the tractor field. Weight 6,150 lbs.

And for the lighter work we have the 6-12 General Purpose Tractor. It will plow, disc, seed, plant and cultivate. It will pull a binder, mower, rake, potato digger, manure spreader, etc., all as a one-man outfit. No special implements required. Built to do the work of 4 good horses and easily attached to any make of horse drawn implement. 12 Belt H.P.



DEALERS DISTRIBUTORS

Why not sell an all-year line of tractors, backed by one of the largest companies in Canada ?

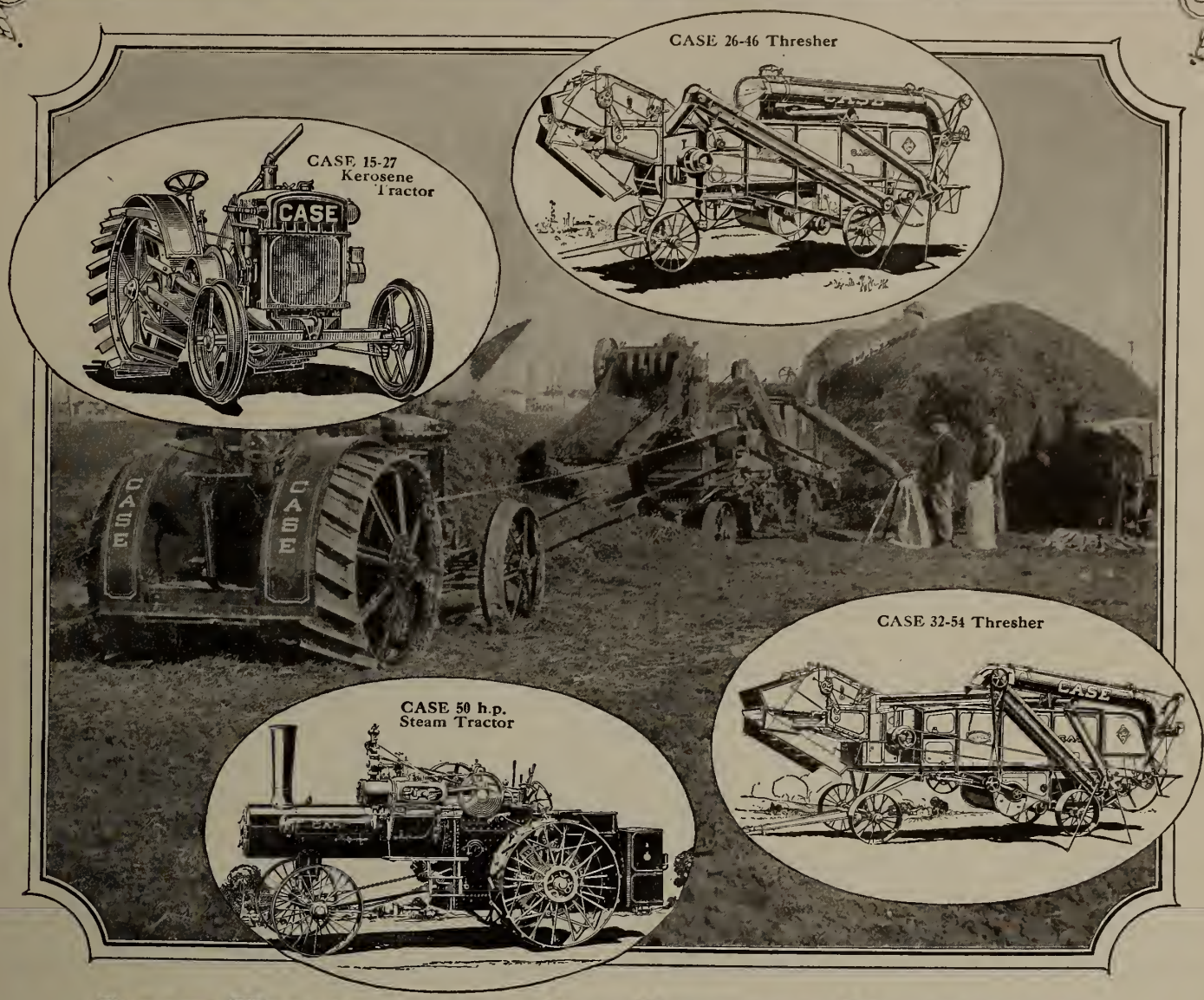
Territory being rapidly taken.

The sales proposition is right.

APPLY NOW!

Canadian Allis-Chalmers, Limited

Head Office: 212 King Street W., Toronto



Steam Tractors as well as Kerosene Tractors are Built by The J. I. Case Threshing Machine Co.

Don't let the popularity of Case Kerosene Tractors blind you to the sales opportunities in Case Steam Threshing rigs.

Many years before the first Gas Tractor was thought of, we were building the best Steam Tractors that *could* be built. Some of these old-time Steam Tractors, older than many of the men who read this, are still in service, delivering their full rated power at drawbar and belt.

Do not think that because of the great demand for Case Kerosene Tractors, we have neglected the Case Steam Tractor. Each has its field of usefulness and both have been developed to the highest standard of modern efficiency and economy of operation and maintenance. No dealer should overlook the sales opportunities in the Case "steamer". It always has been in demand and always will be.

Look for the EAGLE Our Trade Mark

Write for any sales information you need on Case Tractors, Kerosene or Steam, and the great line of tractor drawn or driven machinery we build for use with them.

J. I. CASE THRESHING MACHINE COMPANY, Inc.
Dept. M-3, Racine, Wis., U. S. A.

Making Superior Farm Machinery Since 1842

To avoid confusion, The J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

CASE
TRADE MARKS REG. U. S. PAT. OFF. AND IN FOREIGN COUNTRIES
POWER FARMING
MACHINERY

See that this trade-mark (in colors) is on each side of the Stacker which you sell. It indicates the Grain-Saving Stacker, which puts your customers' grain in the sack and does not waste it in the straw stack.

The Grain-Saving Stacker Originated With the Indiana Manufacturing Company, Indianapolis, Ind., Who Also Originated the Wind Stacker.

Is your customers' threshing bill worth saving?

THE Grain-Saving Stacker saves enough grain to pay the threshing bill. The quantity of grain that by the old style wind stacker is blown into the stack is returned to the separator and saved.

The saving of this grain is another profit to your customer—clear velvet.

Threshermen and farmers have both proved the economy and worth of the Grain-Saving Stacker. They demand it on their separators. And as a further proof of these qualities, manufacturers of famous makes of threshers equip with the Grain-Saving Stacker.

Write to any of the leading manufacturers listed below. They will give you full information about this sterling profit-maker.

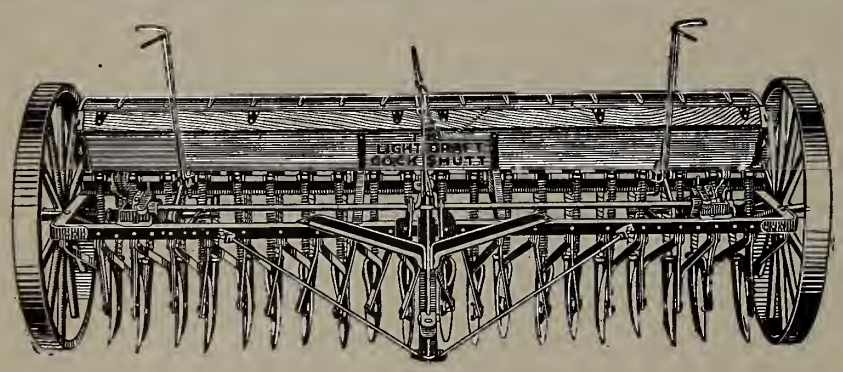
LIST OF MANUFACTURERS

Canada

Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ont.
Dominion Thresher Co., Ltd., New Hamburg, Ont.
J. B. Dore & Fils., Ltd., Laprairie, Que.
Ernst Bros. Co., Ltd., Mt. Forest, Ont.
John Goodison Thresher Co., Ltd., Sarnia, Ont.
Hergott Bros., Ltd., Mildmay, Ont.
MacDonald Thresher Co., Ltd., Stratford, Ont.
Sawyer-Massey Co., Ltd., Hamilton, Ont.
Stewart Sheaf Loader Co., Ltd., Winnipeg, Man.
Wallace Machine Works, Ltd., Sussex, N. B.
Waterloo Manufacturing Co., Ltd., Waterloo, Ont.
R. Watt Machine Works, Ltd., Ridgetown, Ont.
George White & Sons Co., Ltd., London, Ont.

United States

Aultman & Taylor Machinery Co., Mansfield, Ohio
Avery Company, Peoria, Ill.
A. D. Baker Company, Swanton, O.
Banting Manufacturing Co., Toledo, Ohio
Batavia Machine Co., Batavia, N. Y.
Cape Mfg. Co., Cape Girardeau, Mo.
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Co., St. Johnsville, N. Y.
Ellis Keystone Agricultural Works, Pottstown, Pa.
Emerson-Brantingham Co., Rockford, Ill.
Farmers Independent Thresher Co., Springfield, Ill.
A. B. Farquhar Co., York, Pa.
Ferdinand Machine Works, Ferdinand, Ind.
Frick Company, Waynesboro, Pa.
Harrison Machine Works, Belleville, Ill.
Huber Manufacturing Co., Marion, Ohio
Illinois Thresher Co., Sycamore, Ill.
Keck-Gonnerman Co., Mt. Vernon, Ind.
Leader Tractor Manufacturing Co., Des Moines, Iowa
Link Mfg. Co., Kansas City, Mo.
Minneapolis Threshing Machine Co., Hopkins, Minn.
Port Huron Engine & Thresher Co., Port Huron, Mich.
The Russell & Co., Massillon, O.
Russell Wind Stacker Co., Indianapolis, Ind.
Sawyer-Massey Co., Ltd. (U. S. Agency), Moline, Ill.
Southwest Mfg. Co., Oklahoma City, Okla.
Swayne, Robinson & Company Richmond, Ind.
The Westinghouse Company, Schenectady, N. Y.



Built in 20 and 24 Marker Sizes; with Single Discs, Double Discs, or Drag Shoes and Horse or Tractor Hitch. Lever Lift Drills are also built in 12, 14, 16, 20 and 24 sizes.

COCKSHUTT POWER LIFT DRILLS

The Cockshutt Power Lift Drill is the favorite for use with Tractors. A slight pull of the rope lowers the shoes and starts the feed. Another pull raises the shoes and stops the feed. It is as simple and sure as the Power Lift on a plow.

The pressure works automatically—the discs or shoes taking their depth automatically when lowered. This insures uniform depth of planting at ends of the field.

On Lever Lift Drills the machine often goes several feet before the discs reach their depth.

Pressure can be increased or decreased as readily as on an ordinary drill.

Cockshutt Power Lift Drills are very convenient with horses too. The driver can devote his entire attention to guiding the horses on the turn. Any boy or girl who can drive a team can operate the largest Cockshutt Power Lift Drill—there is no physical strength required.

Your customers will certainly be delighted with the splendid improvements on our new drills—larger capacity box, steel covers, improved disc bearings. They are features that appeal to every farmer who is looking for a light draft, easily operated and efficient drill. The Cockshutt is pre-eminently THE Drill for Western Canada.

Let us send YOU particulars of our 1920 proposition on our complete line

Cockshutt Plow Company, Ltd.

Winnipeg Regina Saskatoon Calgary Edmonton

CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 3 WINNIPEG, CANADA, MARCH, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

Big Machine Display at Western Canada Dairy Show

During the second week of the Winnipeg Bonspiel, from February 16-21, the Western Canada Dairy Show was held in the large hall of the Board of Trade Building, Winnipeg. The hundreds of dairy farmers, creamery men and others who visited the city to attend the dairymen's convention, between sessions, made the show their headquarters. This year the exhibits of dairy utensils, equipment, machinery and supplies outstripped the 1919 show; in fact, for variety of exhibits and from point of numbers, the Winnipeg Dairy Show could hold its own with the vast majority of similar events held anywhere on the continent.

The attendance this year was remarkably good, and a noticeable fact was the large crowds of city dwellers who visited the show nights to look at the mechanical means whereby the dairy products they consume were handled. Of especial interest to all visitors was the mechanical milking of the six grade cows, which were installed in an up-to-date section in the centre of the hall in a miniature modern cow barn, complete with water bowls, steel stalls and stanchions, etc. In this section were also six scrub cows, which were milked by the machine during the week, to show the comparative yield as between the grade and scrub in the herd. The dairy department of the Manitoba Agricultural College had, in the entrance corridor to the hall, a most interesting display, showing the food value of a quart of milk as compared with equivalent food value in bread, meat, fish, eggs, cheese, etc.

Interesting Exhibits

On the main floor of the Board of Trade Building, there were several interesting exhibits during Dairy Show week.

The Petrie Mfg. Co., Winnipeg, showed a complete line of their "Magnet" cream separators. Hart-Parr Co. of Canada had on view one of their Hart-Parr "30" tractors. The Ronald-Smith Cultivator Co. showed their latest type of cultivator, and the Gray Tractor Co. of Canada had on exhibit one of their 14-28 h.p. Gray tractors, a machine with a wide drive drum that attracted much attention.

The General Utilities Co., in their permanent exhibit, showed a Port Huron 12-25 h.p. tractor, alongside of which the Minneapolis Steel & Machinery Co. showed their 12-20 "Twin City" tractor. The Northern Implement Co., Winnipeg, displayed a Plowman 15-30 tractor.

Entering the main hall, the first exhibit encountered was that of the Somerville Paper Box Co., of London, Ont., who displayed their containers and boxes.

Sheet Metal Products Co., Winnipeg, had a good display of their milk cans, pails, basins, etc.

The Pfaudler Co., Rochester, N.Y., had a very complete display of their glass and enamel goods, cream tanks, ice cream containers, etc.

Phil Barney & Co., Winnipeg, showed one of their wagon box hoists and wagon brakes; also a line of their horse and cattle pokes and nose fly protectors.

The De Laval Co., Winnipeg, had what was conceded to be the largest display of dairy equipment at the show. In their large, special enclosure they showed seven sizes of the De Laval cream separator, varying in size from 500 up to 1000 pounds per hour. They also showed the De Laval milking machine in operation, complete with vacuum pump and pipe line. Alpha gas engines were shown in different sizes, also a complete line of dairy machines for both farm and creamery use, including De Laval clarifiers, emulsors, churns, pasteurizers, ice cream feeders, butter making equipment, scales, etc. The De Laval exhibit, which was most artistically arranged, was a centre of attraction at the show. Mr. Dow, of the De Laval Co., Winnipeg branch, had charge of the exhibit.

Farrell & Weir, Winnipeg, displayed their pasteurizers and churns, alongside the Thos. Davidson Mfg. Co., Winnipeg, who had a very complete exhibit of their milk cans and dairy tinware.

The Manitoba Agricultural College had a booth devoted to cow-testing records, with Babcock equipment and literature covering dairying subjects. A most interesting feature was the model dairy farm, shown also by the M.A.C.

The Universal Milking Machine Co., Columbus, Ohio, in a very interesting display, showed two of their double unit milkers and one single unit. The vacuum pump was operated by an electric motor, one of the units, by means of colored liquid in glass tubes, showing the alternating action on the teat cups of the Universal. With this milker, two teats are being milked while the other two are being relieved and massaged. The units in this plant can be transformed from double to single in five minutes. The alternating pulsator is very simple in design, being located on top of the air-tight milker pail, which is spun from solid, seamless aluminum, greatly facilitating cleaning. J. Eklundh, general manager of the company, was in charge of the exhibit.

Joseph Maw & Co., Winnipeg, had on view one of their Reo speed wagons, with a body especially designed for farm use.

The Toledo Scale Co., Winnipeg, showed their full line of scales and balances, including types for home and dairy purposes.

In a special booth, at the south end of the hall, the De Laval Co. had a special display of the De Laval milking machines, which were used daily in milking the cows in the hall.

The Manifold Light & Power Co., Winnipeg, had on display two of their Phelps power and light plants, very compact outfits, producing 1500 watts, with a 3½ h.p. engine. These plants are 75-light capacity, and are equipped with a 16-cell battery. They are stated to run 4½ hours on a gallon of fuel, the engine using gasoline or kerosene. The plant starts or stops on the pressing of a button. The plants shown were operating washers and churns.

Robinson-Alamo, Ltd., Winnipeg, distributors for the Empire line, had on view a 120-light Silent-Alamo lighting plant, which ran practically without vibration. It operated churns and washers. In addition, they showed a double unit Empire milking machine, which was in operation, and a 2½ h.p. Empire engine. Of particular interest in the exhibit of this company was a line of Empire cream separa-

The De Laval Exhibit at the Western Canada Dairy Show

tors, varying in capacity from 350 to 850 pounds per hour.

R. A. Lister & Co. (Canada), Ltd., Winnipeg branch, showed one of their 60 volt 60-light "Lister-Bruston" automatic lighting plants, operated by a Lister engine. This plant is said to be excellently adapted for farm or town use. It supplies light or power by simply turning a switch, a magnetic governor regulating the engine speed in relation to load, thereby giving practically constant voltage at all loads. The company also showed a Lister 5 h.p. engine, alongside of which was a 1¾ h.p. "Canuck" engine. "Melotte" cream separators were shown in sizes varying from 280 to 800 pounds capacity. Another feature of this very complete display was a 32-volt 15-light "Lister-Universal" lighting plant. The plants were operating churns, washers and other equipment.

The Sharples Separator Co., of Regina and Toronto, had on view a line of their Sharples suction-feed cream separators, in 450 to 560-pound capacities. These machines, it is stated, give perfect separation at whatever speed the machine may be operated. Sharples 40-gallon emulsifiers were also shown, and a line of Sharples weighing machines.

The Metal Shingle & Siding Co., Winnipeg, showed a full line of their watering and storage tanks and troughs, round end and round types, in a variety of sizes; also their galvanized screw-joint well casing. They also exhibited the Nelson grain picklers and Fowler automatic picklers, and Acorn ice boxes. A line that attracted interest was the "Hoag" oil engines, as distributed by this firm. These were shown in 6 and 9 h.p. sizes. This engine runs on the cheapest fuel, and has no carburetor, magneto, battery or coils.

The Emerson Manufacturing Co., Winnipeg, showed their wild oat separators in three and six shoe sizes, machines with a "kicker" action that do most efficient work, as was apparent from the samples cleaned. They also exhibited six of their "Hafa-Hors" engines, a compact ½ h.p. machine that starts by stepping on a pedal. I. Woods was in charge of this interesting display.

The Twin City Separator Co., Winnipeg, had on view one of their new automatic grain picklers, also a 3-roll Bull Dog wild oat separator and a 42-inch Bull Dog fanning mill.

The Lalley Farm Lighting Co., Ltd., Winnipeg, showed two of their Lalley light and power plants. One of these plants, during the show, made a non-stop run of 105 hours, being in operation continuously from Tuesday morning until Saturday night. This plant is valveless and has but three moving parts. The engine is 2½ x 2 stroke, rating 1½ h.p., the whole plant running on two annular ball bearings, the same equipment being provided on the connecting rod. A switch starts the plant, the engine stopping automatically when the battery is full and a bell ringing when battery is discharged. A cut-away model of the Lalley Light plant showed its construction.

The Breen Motor Co., Winnipeg, showed a line of their Delco electric light and power plants, with 3 k.w. capacity, in 32 and 110 volt sizes. These plants, it is stated, operate up to a 2 h.p. motor. Pumps, churns and washing machines were being operated, the Delco light power stand being adapted for this purpose. A Delco light automatic water supply system, 1,000 gallons capacity, was shown in operation.

The Northern Electric Company had on view a singularly complete exhibit of their many lines. They showed a Northern Electric 35-light, 750 watt, electric lighting plant, a compact unit with a valve-in-head motor. The engine is 2⅝ x 3 inches with an automatic electric governor. The engine is started by pressing a button, stopping automatically when the 16-cell battery is charged. This plant was also shown in section, demonstrating its construction. An automatic electric farm and home water supply system was another feature in this booth, as were the display of electric heaters, fans, vacuum cleaners, irons, portable motors, etc. Washers, sewing machines and cream separators were electrically driven, while over the booth circled a miniature aeroplane, operated by a small electric motor.

The Canadian Ice Machine Co. had their compressors and ice-making machinery on view.

Caledonian Box & Mfg., Co., Winnipeg, showed their line of butter boxes in all sizes.

What struck the visitor was the remarkable development of the electric light and power plant for farm and home use, as evidenced by the number of these plants on view. It is evident that more and more the sale of this class of equipment will form profitable business for the farm machinery dealer. The adoption of electricity to the farm is a factor that appeals to the modern farmer, who is rapidly getting away from the lantern and oil lamp with their poor light and attendant fire risk.

The Manufacturing Situation Analysed

It seems that every buyer during the early and middle parts of 1919 felt that prices would readjust themselves, or in other words, decline and that material and merchandise would be much easier obtained than it had been before. Why this impression gained such strong ground no one could understand. Those that were in close touch with the situation fought against it for the reason they knew it was impossible.

No matter how much we may agitate against higher prices it will avail very little until the demand will not be greater than the supply. At the present moment the demand in many lines is away beyond the supply, or the production. With shorter hours and higher wages production is falling off rather than increasing, and until there is a slacking up of the demand jobbers and dealers need not look for lower prices, or earlier deliveries.

The experience of a large concern who manufacture implement parts and specialties in the United States is illuminative. In a recent statement they say:

Securing Raw Materials

"To-day it is absolutely necessary for us to order material under the present market for delivery the last three and four months of this year, so that we may have the material to run our plants during 1920 fall and the early winter months of 1921.

"Steel entering into the manufacture of our products has advanced during the last thirty days $30 per ton, and we are absolutely obliged to pay it in order to get delivery in six to eight months.

"The majority of mills and foundries simply state when you send an order to them, even though you are under contract with them, as follows:

"'Goods which we are unable to ship at once and which must be manufactured, we are accepting for shipment when we are able to make it, and subject to billing at prices effective on day of shipment. Your order is entered on this basis. If, for any reason, the restrictions we have been obliged to make are not satisfactory to you we will cancel the order.'

"It is well for us to state that conditions now forming indicate that a much greater advance than has recently been made will take effect in the early spring months. There is a world shortage of iron and steel. Labor is indifferent about production and thus it will take several years for the supply to equal the demand.

"In the meantime all must realize that prices must be advanced strongly under the competition of the buyers to get hold of what supply is in sight. This condition does not only apply to our commodities.

"In fact, no matter which way you turn it is safe to predict that further advances will have to come before we can look for any decline. Personally we do not expect any easing up for at least eighteen months, and we simply prepare to get in our material as we can, so as to keep busy and have goods to sell for season 1921. Another bad feature is that everybody wants their goods at once. That is a physical impossibility."

Nelson is Promoted

Carl G. Nelson of the Emerson-Brantingham Implement Company's sales force has been promoted to assistant division

Carl G. Nelson

sales manager at the company's general offices at Rockford, Ill. Last year, by virtue of his having the largest volume of business of any E-B salesman, he was president of the E-B Development Club, membership in which is limited to those E-B salesmen whose sales annually exceed one hundred thousand dollars. Mr. Nelson has a thorough knowledge of farming conditions in the West and Middle West, which, together with his ability as a salesman admirably fit him for his new responsibilities.

When we scan price lists, we are ready to admit that this is really "Leap Year."

RUMELY
OilPull
ADVANCE-RUMELY
THRESHER COMPANY, INC.
Certificate of Guarantee
We guarantee each Rumely Oil Pull Tractor to burn successfully all grades of kerosene permitted by law to be sold in the United States and Canada under all conditions, at all loads up to its rated brake horse power.
This is to certify that Rumely Oil Pull Tractor, Number 15296 Type 16-30
purchased by J. E. Burgess of Haslet Texas
is protected by the above warranty
In Witness Whereof we the duly authorized officers of the Corporation have hereunto subscribed our names and caused the corporate seal to be affixed this 1st day of May 1919
NEW YORK
1915

Guaranteed in Writing to Burn Kerosene Under All Conditions

The OilPull Fuel System -another Proof of OilPull Quality

WHAT are the reasons behind the remarkable 10-year OilPull record of performance?

One of these reasons is to be found in the OilPull fuel system—it is the most efficient and economical fuel system yet devised for tractor use.

This system, patented and owned by the Advance-Rumely Company, enables the OilPull to operate on all grades of kerosene, under all conditions and at all loads to its full rated brake horsepower. But more than that—the company absolutely *guarantees this in writing*—with no reservations and with no time limit.

But the success of the OilPull as a cheap fuel tractor is due to more than just its carburetor or the details of its fuel system. The successful oil burning tractor must be made, not "made over." A converted gasoline motor does not make an economical kerosene burning tractor.

The method of handling kerosene necessitates entirely different construction of the entire machine. The OilPull was originally designed and is built from the ground up to use kerosene for fuel—the motor, carburetor, cooling system — every part is built especially for that purpose.

The result is that no matter whether the OilPull is being used in drawbar or belt work, running at full load or light load, in wet weather or dry, coldest winter or hottest summer, anytime, any place—cheap kerosene is its fuel.

The OilPull has proved time and time again in public contests, its ability to plow an acre *at the lowest cost* and to use the *least fuel per horsepower*. Not one of the 15,000 OilPull owners but who will attest to the satisfaction and superiority of the OilPull as a cheap fuel burner.

And this OilPull oil fuel system merely typifies the high quality of OilPull construction throughout — is but one of the many reasons why thinking farmers place full confidence in the ability of the OilPull to give them dependable, economical service.

Four sizes of this guaranteed, kerosene burning, oil cooled tractor—12-20, 16-30, 20-40 and 30-60 H. P.—provide an OilPull for every demand.

Ask for details of an Advance-Rumely dealer contract.

ADVANCE-RUMELY THRESHER CO., *Inc.*
La Porte, Indiana

Calgary, Alta. Regina, Sask.
Saskatoon, Sask. Winnipeg, Man.
48 Abell Street, Toronto, Ont.

ADVANCE-RUMELY

The New Lister Milker

R. A. Lister & Co., Dursley, England, who are represented in Canada by the R. A. Lister Co. (of Canada), Winnipeg and Toronto, announce their new 1920 model Lister milker. As described in the Implement and Machinery Review, London, the new milker has several features that improve it over the original machine. There is only one regulator leak screw instead of two, as formerly, whilst the leather plunger is vertical. The teat is drawn into the cup, which is without rubber lining, but has a rubber mouthpiece. As the suction is applied the teat is gently squeezed by passing into the narrow portion of the cup. On the stroke of the pulsator the suction is released and air is admitted into the cup, circulating around the teat. The cups having no rubber linings means that maintenance charges are reduced. Even though the vacuum is alternately off and on during milking, the cups require no support to hold them in position on the teats. It is stated in England that with the 1920 Lister milker a man and boy can milk 40 cows per hour, when using three double milkers. Manager D. N. Jamieson, of the local branch of the company expects to have shipments of the new Lister milking machines early in summer.

How is your prospect list?

The Economy of Milking Machines

The dairyman in especial must have mechanical help on his farm. He cannot make money without he has it in these days. With the power plant available, and most of them have that now, the dealer should have little difficulty in persuading the average farmer with ten or more cows to milk, that he can afford a mechanical milker. As a matter of fact, figuring on the basis of what men cost today, when you can get them at all, and a mechanical milker, in saving the time, housing cost and other expense incident to just one man—and the small unit milker will save at least one man—will pay for itself in less time than will almost any other part of the equipment the modern dairyman has to have around him.

With herds of fifteen cows or less the average time required for milking a cow by hand is seven minutes and by machine five minutes. With herds of fifty cows or more it takes slightly under seven minutes to milk by hand and under four minutes by machine. With herds of over fifty cows one man with a machine milks on the average of twenty-eight cows per milking as against seventeen when the milking is done by hand.

With an increase in the size of herd the cost of milking per cow by hand changes very little, while the cost of milking by machine decreases rapidly. With herds of fifteen cows or less the average cost of milking per cow by hand is $10.91 per year, as against $10.45 in herds of over fifty cows. With herds of fifteen or less the average cost of milking per cow by machine is $11.77 per year as against $7.34 for herds of fifty or over.

In the Dairy Equipment World

Few men have a closer intimacy with the development of dairying in the Canadian West than F. J. Weed, manager of the Winnipeg branch of the De Laval Company. Mr. Weed is well known to the Western trade, and his business career, as given in "De Laval Monthly" shows the long experience he has had in the dairy equipment business. Mr. Weed was born at Ballston, N.Y. At an early age he joined the De Laval organization. He was first an office employee, later a travelling representative for the Stoddard Mfg. Co., which concern handled De Laval separators. Twenty years ago he was appointed to his present responsible

EVENTUALLY

You will handle the

HOAG OIL ENGINE

Why Not Secure the Agency NOW?

FULL PARTICULARS ON REQUEST

Metal Shingle & Siding Co., Ltd.

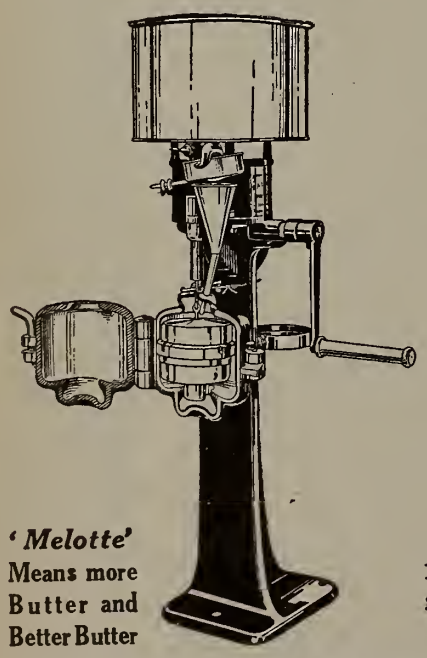
WINNIPEG SASKATOON CALGARY

Bigger Business Founded on Quality

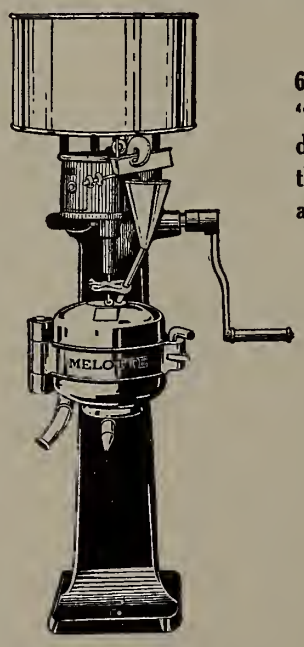
"Melotte" CREAM SEPARATOR

12 Sizes: Capacities, 280 to 1300 lbs. per hour, Suspended Bowl is Self-Balancing and Frictionless

"Melotte" Spindles revolve on high grade ball bearings. "Melotte" Gearing is square cut, all enclosed, running in oil, on ball bearings. No worm wheels. Perfect lubrication. Mechanically, the best Separator sold.

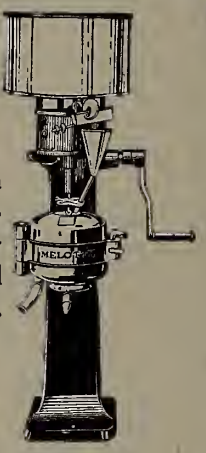


Superior Construction, Unequalled Skimming Efficiency



Write for Descriptive Literature

6 Cows and a "Melotte" produce more butter than 7 cows and a poor separator.



'Melotte' Means more Butter and Better Butter

Sole Canadian Distributors

Imported from the "Melotte" factories in Belgium. Distributed only by R. A. Lister Co. (Canada) Ltd. There is only one "Melotte."

The Separator that is known everywhere. "Melotte" reputation assures the dealer big business in any teritory. With the "Melotte" Agency you skim the cream of the Separator business.

Sell Lister "Premier" Cream Separators

Made in seven sizes. Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour. Short crank, easily turned. Aluminum discs—cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run, easy to clean, gets all the butter-fat.

THE LISTER LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

The Lister Agency Pays—Write for Particulars

R. A. LISTER & CO. (Canada) LIMITED

WINNIPEG, MAN. TORONTO, ONT.

position in charge of the De Laval organization in the Prairie Provinces.

In that position he has shown marked executive ability, as is evident from the following paragraphs in De Laval Monthly:

"From its small volume of twenty years ago, Mr. Weed has been instrumental in building the

FRED J. WEED
Winnipeg Manager of the De Laval Company, Limited

Western Canadian business into its now large proportions and ably fills his position of trust and importance on the De Laval executive staff.

"Mr. Weed has also taken a very active interest in the necessary promotion and advancement of the dairy industry in his territory, and realizes that the welfare of the De Laval business and of the dairy industry as a whole is closely connected."

Paint and Protection

The farmer is singularly prone to leaving hundreds of dollars worth of implements and machinery standing in the field during the whole year. This being so there is no good reason why the implement dealer should not stock implement paints, and also carry on a campaign of education among farmers on the subject of painting and housing their machinery. There are countless reasons to use why the farmer should both paint and house his machines.

In this connection the dealer can make a most effective display by getting hold of an old rusty plow. Paint up about half of it and leave the remainder just the way it looks after years of wear during which it lay in any odd corner. Put the half painted plow in your window or on your warehouse floor and surround it by an attractive line-up of implement paints.

In connection with implement sheds, it is estimated that in the state of Wisconsin alone the annual loss from the deterioration of unsheltered farm implements is about a million dollars. If a farmer has a thousand dollars value in farm machinery, an implement shed that costs four hundred dollars would give him a return on the investment of 22 per cent. It is not good business to suppose that the rapid deterioration of farm machinery by exposure to the weather means more trade for the dealer. It does not, for the more the farmer depreciates his machinery investment the poorer he gets and the less profitable a customer from the retailer's standpoint.

Again the Steam Tractor

The Charleston Steam Tractor and Truck Mfg. Co., of Charleston, West Virginia, has started the manufacture of a new steam farm tractor.

"The De Laval Agency is one of the good assets of my business"

—Chas. R. Stevenson

Interior View of Chas. R. Stevenson's Store

(*Extract from letter*)

"I began selling De Laval Separators in 1908, and have sold on an average of 35 machines per year. I have always found the De Laval Company an excellent firm to do business with, prompt in shipments, and my accounts with them have always been correct to a cent. I consider the De Laval Agency one of the good assets of my business. We have at all times endeavored to give the best service possible——installing the separators and giving full information as to washing, etc. We also endeavor to carry a full line of repairs."

CHAS. R. STEVENSON,
CHATHAM, ONT.

There is no better time than right now to send in an application for a De Laval contract. There is more profitable cream separator business with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED

MONTREAL PETERBORO WINNIPEG VANCOUVER

50,000 Branches and Local Agencies the World Over

More Profit
Greater Service
Satisfied Customers
A
VIKING
Contract

gives you all these things that are most desirable to separator dealers.

1. You want more profit because it should be worth as much to sell one kind of separator as another — you are in the business for the money that is in it for you, hence if Viking separators pay you more profit than any other then it is the machine you want to sell.
2. You want greater service because you cannot get too much help in boosting your business — Viking contracts call for more free advertising and more real sales assistance than any other. Viking efforts never cease until your stock of separators reaches the hands of your customers.
3. You want satisfied customers because that builds up your business, increases your sales, makes your goods talked of favorable — gives you pleasure instead of trouble.

We can satisfy you that a Viking contract will give you all these advantages. Will you investigate? Just write

DEPT. A

SWEDISH SEPARATOR COMPANY

WINNIPEG—714 Confederation Life Bldg
MONTREAL—422 Power Bldg.

A New Light Weight Thresher

The Avery Co., Peoria, Ill., announces a new light-weight individual thresher, built especially for use with the Avery 5-10 and 8-16 tractors and tractors of similar powers. It has a 22-in. cylinder and 32-in. separator. The capacity is 30 to 50 bus. of wheat and 50 to 80 bus. of oats an hour. It weighs 3,000 lbs., complete with windstacker and feeder, and has a power requirement of but 8 h.p. It is of wood construction and is fully equipped with self-feeder, weigher, and windstacker. If so desired it can be arranged for hand feeding, with a common straw carrier.

Where Osborne Machines are Made

The Emerson-Brantingham home at Rockford, Ill., which is rapidly nearing completion, is a steel and concrete building, 200 feet wide and 700 feet long; has one storey with ground glass on the roof and sides, a system of radiators hung up on posts throughout the shop with an electric fan to throw the heat into the room. Osborne tools are now being sold in Western Canada by the Anderson-Roe Company, with branches at Winnipeg, Regina, Saskatoon and Calgary.

LONDON CONCRETE MIXER, No. 4
equipped with "NOVO" DUST PROOF GASOLINE ENGINE
Capacity 40 cu. yds. per day
This machine is especially suitable for small jobs. It is built to last a lifetime. Saves the price of itself in thirty days' use. Write for catalogue No. 1-K.
LONDON CONCRETE MACHINERY CO. Ltd.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery

Nilson Tractor Still Made

The Flour City Ornamental Iron Company, Minneapolis, Minn., who has successfully manufactured the Nilson, Jr. tractor for several years, has organized the Minnesota Nilson Corporation with offices at 26th Ave. S. and 27th Street, Minneapolis, Minn. A complete stock of parts for the Nilson, Jr., tractor are in stock and available for immediate shipment.

Electric Plowing in Italy

Trials of electric plowing in Italy shows that a hectare (2.471 acres) can be plowed for about $15.44, while with tractors the cost estimated is about $58 for the same acreage, due, principally, to the high cost of fuel. The system used in electric plowing is simple.

At the corner of the field is a powerful electric-driven capstan, from which cables are stretched around the field. At the two near corners these cables pass through pulleys which are securely anchored, while at the far corners they are connected with two movable anchor-wagons. Between these two, a duplex plow mounted on wheels is drawn backwards and forwards across the field by means of the cable, and each time a furrow is plowed the anchor-wagons move up a sufficient distance to bring the plow into position for the next operation.

The plow is provided with an equal number of shares on each side of the wheels, facing each other, so that no turning is necessary; when one side is working the shares on the other side are lifted clear of the ground.

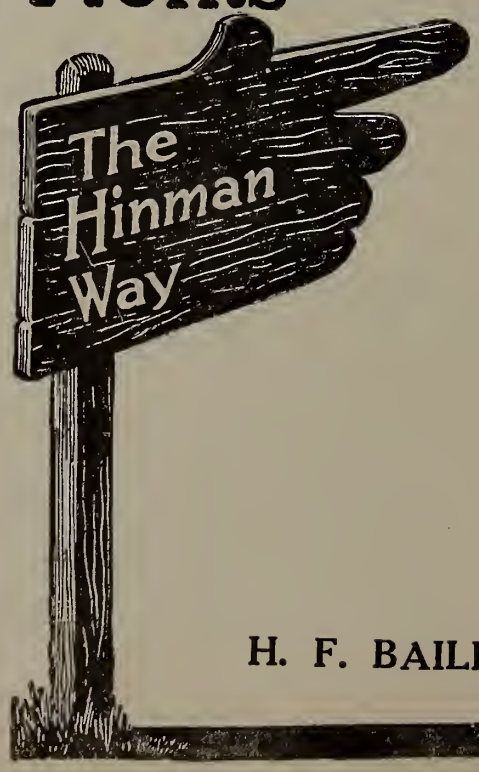
Quebec Manufacturers Met

A meeting of manufacturers of farm implements was held in Quebec during February to discuss the best means of promoting the use of modern implements to further increase production and facilitate the work on farms, so that the young men will not be tempted to abandon the farm for the city.

The Market for Trucks in Rural Areas

A recent report shows that at least 50,000 farmers in the United States use motor trucks which they use on their farms. This is shown by a preliminary survey of the ownership and use of motor trucks by farmers undertaken by the office of farm management and the bureau of crop estimates of the United States department of agriculture.

Your Guide to Better Profits



HINMAN
CANADA'S STANDARD MILKER
H.F. BAILEY & SON, MFRS., GALT, ONT.

IT'S easy to sell the Hinman Milker because it simply bristles with good talking points.

There's the simplicity of it—far less complicated than any other. There's the low price—costs half as much as others.

There's the ease of operation—any boy or girl can do fine with a Hinman. There's the number in use—over 50,000, many of them used daily on pedigreed cows.

The situation of the dairy farmer in this country is such that he MUST come to milking machines if he is going to stay with the game and make money. And that situation is your opportunity. Sell Hinmans' and make big money, with no regrets. Write us to-day for particulars.

H. F. BAILEY & SON, MFRS., GALT, ONT., CANADA

Perfect Belt Power

Farmers want tractors that can furnish Belt Power as well as Field Power—General Purpose Farm Tractors.

No four-cylinder, high-speed motor can impart a smooth, steady motion to a thresher belt because it lacks a heavy fly wheel to help it over sudden, heavy power demands caused by irregular feeding. The Eagle Tractor overcomes this objection. Its designers have not lost sight of the belt-power requirements of the farm tractor.

Eagle Tractors

Have twin-cylinder, horizontal, valve-in-head, slow speed, heavy duty motors, with heavy fly wheels. That is the kind of motor that will give just as smooth, steady motion to a threshing machine belt as any double cylinder steam engine. You can't beat it.

Look at the large, wide-faced Belt Pulley. Placed right where it belongs. It's dead easy to line up an Eagle Tractor to a separator, back into the belt—and "all set."

Equally Good For Field Work

No matter what the power requirements on the farm—plowing, harrowing, harvesting, threshing, silo filling—an Eagle Tractor "fills the bill."

The Simplest Tractor Built

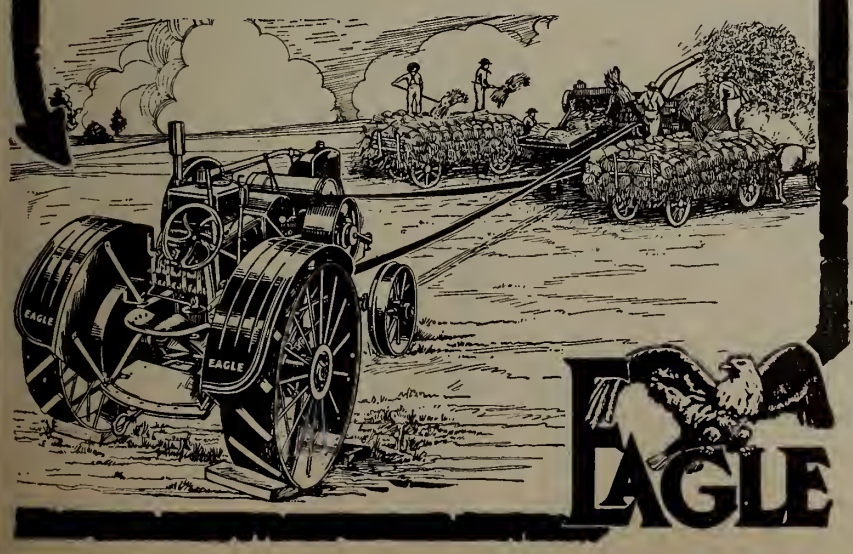
Two Sizes: 12-22 and 16-30

Farmers Like Them. Dealers Like Them

Better Get Our Dealer's Proposition . . .

Eagle Manufacturing Co.

670 Winnebago Street Appleton, Wis.



SHARPLES Dealers have the strongest possible selling argument for the Sharples Suction-feed Separator in saying: "It skims clean at any speed."

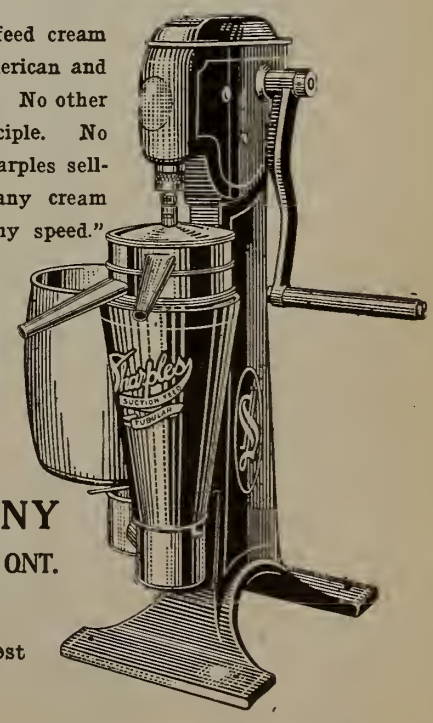
Dealers know that this claim has been proved time and again by official tests and by agricultural college officials. They can show prospective buyers the actual reports of these tests.

No other cream separator can skim clean at any speed. No other separator dealers dare to claim it. That is the reason for the *success of dealers who handle the*

SHARPLES
SUCTION-FEED CREAM SEPARATOR

"skims clean at any speed."

Sharples dealers have the ONLY suction-feed cream separator, made by the pioneer North American and the world's largest Separator manufacturer. No other separator can adopt the suction-feed principle. No other separator, therefore, has the big Sharples selling feature, the most important that any cream separator can have—"skims clean at any speed."



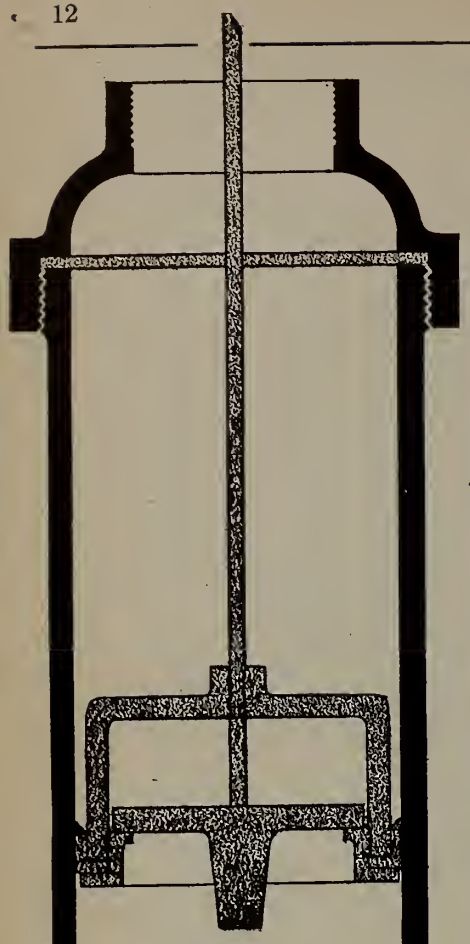
We will be glad to give any dealer information concerning his territory and the Sharples Contract . .

THE SHARPLES SEPARATOR COMPANY

2368 Dundas Street W. TORONTO, ONT.

Branches:

Montreal, Que.—304 Notre Dame West
Regina, Sask. —1845 Rose Street



BT Cylinders Are Best

The pumps you sell cannot work right if the cylinders are not well made.

BT Cylinders are carefully designed and manufactured in every detail. The valve seats are brass, and will not rust out. Plunger cages are made of malleable and will not crack or break. All threads are most carefully made so that they fit tight. Only the highest grade pump leathers are used.

BT Cylinders satisfy your customers. Drop us a card for catalogue and prices.

Beatty Bros. Limited

St. John, N.B. Fergus, Ont
Montreal, Que. Winnipeg, Man.
London, Ont. Edmonton, Alta.
Vancouver, B.C.
London, Eng.: 16 Holborn Viaduct, E.C.1.

Well Pumps

United Engines Open in Edmonton

United Engines & Threshers, Ltd., Calgary, have opened a branch office and warehouse at Edmonton, the head office being located at Calgary, with T. R. Scott as managing director. This company, which was formed in the spring of 1919 handle the Goold Shapley line of engines, windmills and tractors. They are also Alberta distributors for the Waterloo Mfg. Co., of Portage la Prairie, handling the Waterloo and Rock Island lines.

Beatty Bros. Hold Sales Convention

The annual sales convention, held every year by Beatty Bros., Ltd., of Fergus, Ont., took place recently. All the salesmen from this firm's three eastern branches were present, and a most instructive and jolly time was spent by all concerned.

Our photo is a flashlight taken of the banquet in the office, the night before the Convention finished. Plates were laid for 170 guests. All salesmen, members of the office staff, and the factory foremen, with their wives, were present. A splendid programme was given by employees of the firm after the banquet. The salesmen left on the following day, the St. John and Montreal branch salesmen going on to the firm's factories in London to inspect the manufacture of the BT washers, churns, pumps, etc. All voted the convention the best held yet by the B.T. organization.

Beatty Bros.' Sales Force Held Banquet During Annual Convention

DEALERS!

HERE'S YOUR CHANCE FOR QUICK, PROFITABLE SALES

MODEL B

"VIKING" Cream Separators

We have on hand a good stock of Model B Viking Cream Separators, and can make *Immediate Delivery* from stock.

Now is the time to place your orders. With the Viking you can give your customers the biggest separator value on the market at a reasonable price. The merits of the Viking are recognized everywhere. It is a separator unexcelled by any type made. Great capacity, sturdy, durable, easy-running, simple to clean and skims as close as any separator made. Fully guaranteed.

Remember—you don't have to wait weeks for delivery. We ship your order the day it is received, and your customers get the machines in the least possible time. Write or wire your requirements—to-day.

The Conway Line Includes:

Conway Line Buggies, Munro, McIntosh Buggies, Heney Harness and Blankets, Viking Cream Separators, Ford Commercial Bodies.

Ask For Catalog and Prices

The BERT CONWAY ESTATE

Corner Albert and South Railway Streets

Box 33 REGINA, SASK.

De Laval Expansion

The De Laval Separator Co., Poughkeepsie, N.Y., has placed a contract for the erection of a one-storey and basement power machine building, 150 x 150 feet. The new building will have brick walls and steel sash throughout, reinforced concrete floor beams, columns and stairs. The total floor area will be 48,000 square feet. Construction work will be started immediately.

Fanning Mill Concern Secures New Plant

A. T. Anderson, manager of the American Grain Separator Company, Winnipeg, announces that R. J. Owens, of Minneapolis, president of the company has purchased, from the creditors of the F. S. Newman Co., the building located at McPhillips and Lincoln Ave., Winnipeg.

The building is 50 feet by 150 feet, three storeys in height, and has a foundation for four additional storeys. The land is 321 feet on McPhillips Street and 307 feet on Lincoln Avenue, with 309 feet of trackage on the Midland Railway tracks.

Mr. Anderson said that the building would be used by the company for the manufacture of fanning mills and smut machines. These were formerly made at their Minneapolis plant, which, in future, will be operated for the business in the United States only.

As soon as building conditions and prices of building material become normal, he said, four more storeys will be added to the present structure.

The small lines often pay the biggest net profits.

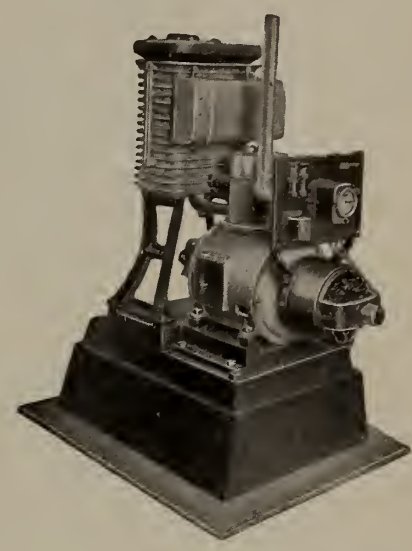
Northern Electric

POWER and LIGHT

Belt connected plant—operates from any good engine

A Complete Line of Electric Farm Plants and Accessories——

Belt Connected Plants
Direct Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies



Direct Connected Utility Plant
¾ K.W.—32 Volt.

This Line will make you the Electrical Headquarters of your District

Automatic Water System showing Tank, Pump and Motor. Capacities: 100 to 1400 gallons per hour

With the Plant you can usually sell a Water System while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.

TITAN Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours

Write our Nearest House Now . . . .
Be the Farm Electrifier of your District

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

The Implement Industry in Canada

In a review of the implement industry, as given to "Industrial Canada," C. L. Wisner, vice-pres. of the Massey-Harris organization, believes that 1920 will show a more expensive operating condition per unit than was the case in 1919. The output per unit, states Mr. Wisner, does not compare favorably with pre-war production. Shorter working hours have had little or no effect in inspiring labor to greater effort. In regard to prices and export trade, Mr. Wisner said:

The outlook, so far as our ability to produce goods is concerned, is satisfactory, providing we had less difficulty in securing raw materials. Three months ago we would have expressed the opinion that supplies of steel and other raw materials were going to be easier to secure and that prices were likely to work somewhat lower, but the effect of the U.S. steel strike, and later the coal strike, has had a very serious effect on the outlook for the immediate future, and all the indications at the present time point to greater difficulties in securing raw materials and in a substantially increased cost of both these basic materials and all items of factory expense which enter largely into the cost of our production. Prices are remaining at an uncomfortably high level. We had hoped that production costs would begin to show signs of decrease, but from information which we have at the present time regarding 1919 production costs, it would seem as though 1920 prices will have to go still higher.

Of course our export trade was much restricted during the war, because of the cutting off of business relations with enemy countries where in pre-war times we had enjoyed a large and profitable trade, but has remained in a very satisfactory condition.

Giberson in New Post

W. C. Giberson has been promoted to the position of domestic sales manager of the Holt Mfg. Co., Peoria, Ill., makers of the well-known Holt Caterpillars. Mr. Giberson has been assistant sales manager with the Holt organization since last September. Prior to his connection with the Holt Mfg Co. Mr. Giberson was with the J. I. Case Threshing Machine Co., having started as a collector. In 1910 he was made a collection agent and in 1913 was assigned to the Winnipeg branch of the J. I. Case organization as collection manager.

Mr. Giberson went to the Kansas City branch of the Case company in January of 1917, where he remained until joining the Holt organization in September, 1919.

Massey-Harris

WHAT

MASSEY-HARRIS SERVICE

MEANS TO THE LOCAL AGENT

SERVICE is what counts in the implement business, and it is Service that is the outstanding feature back of the name Massey-Harris.

A manufacturing Service equal to supplying the most improved implements, of the best quality materials and the highest grade of workmanship.

A Service that can furnish exact duplicates of any part of any machine bearing the name Massey-Harris, and with speedy dispatch by means of the many branches and warehouses placed at strategical points across the Dominion.

And, a corps of Field Experts at your Service.

Thus the Massey-Harris Agent is enabled to render a most efficient service to the farmer. You can demonstrate this service in these quiet winter days by reminding the farmer to order the repairs he will require for his old machines for the coming season. This will help the farmer and save you valuable time in the busy season.

MASSEY-HARRIS COMPANY, LIMITED

HEAD OFFICE - TORONTO, ONT.

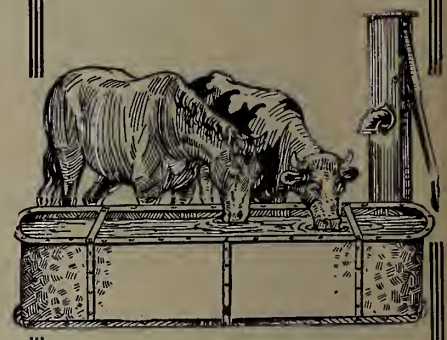
Branches at—Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current, Yorkton, Calgary, Edmonton. *Transfer Houses at*—Vancouver and Kamloops.
Warehouses at many other points.

DEALERS

If you have not compared the MANITOBA wood pump with others you should do so before ordering your Spring stock.

Tubing furnished in any lengths up to 16 feet without joints.

Our cylinders, buckets and all other parts are interchangeable with all other makes of wood pumps.



LARGE CAPACITY
EASY PUMPING
LONG LIVED

Ask For Prices

Territories open for 1920 contracts on Wood Pumps and other goods as follows:

Iron Pumps; Gasoline and Kerosene Engines; Windmills; Feed Grinders; Roller Crushers; Saw Frames; etc. A post card will bring full information.

Manitoba Engines, Ltd.
BRANDON - - - MAN.

The Twin City Tractor Show

The Northwest Tractor Show was held in Minneapolis from January 31 to February 7, in connection with the Twin City Automobile, Truck and Industrial Exposition. The attendance was not as large as had been expected owing to the influenza epidemic. The show was held in the immense Overland building, which is five floors, 450 x 188 feet.

The Advance-Rumely Display at the National Tractor Show

It is estimated that ten solid acres of products were shown, with a cash value of over six million dollars per acre.

At the show there was a total of 490 exhibitors with 1,388 distinct exhibits. These included 360 passenger cars, 232 trucks and 248 tractors.

It is estimated that during the week of the show over $1,000,000 of goods were sold. The feature of the show which excited the most comment was the display of motor trucks; for apparently this exhibit, both in number of trucks shown and development revealed, went far beyond the expectations of anybody.

The array of tractors seemed to include practically every tractor which comes into the Northern states and a number of comparatively new makes. Connected with a number of the displays were various implements, so that the tractor and implement display made the floors devoted to them resemble an old-time fair implement section.

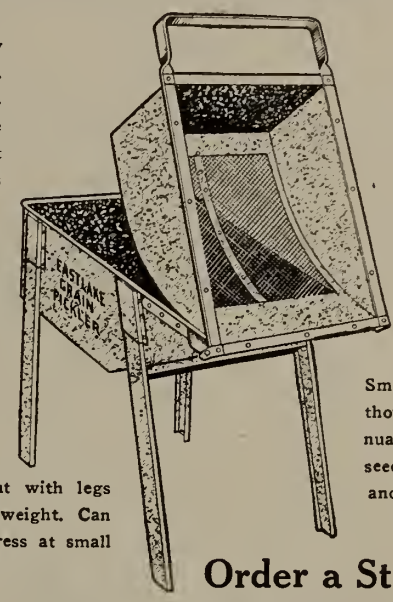
The following tractor and power-farming equipment concerns were amongst those who had exhibits of their product on view:

Advance-Rumely Thresher Co., La Porte, Ind.; Allis Chalmers Mfg. Co., Milwaukee; American Farm Machine Co., Minneapolis; American Standard Tractor Co., Minneapolis; Aultman Taylor Machinery Co., Mansfield, O.; The Avery Co., Peoria, Ill.; Beeman Tractor Co., Minneapolis; Case Plow Works, Racine, Wis.; Case Threshing Machine Co., Racine, Wis.; Cleveland Tractor Co., Cleveland, O.; Deere & Webber Co., Minneapolis; Emerson-Brantingham Co., Rockford, Ill.; Four Drive Tractor Co., Big Rapids, Mich.; General Ordnance Co., Cedar Rapids, Ia.; General Tractors Co., Chicago; Gray Tractor Co., Minneapolis; Holt Mfg. Co., Peoria, Ill.; Huber Mfg. Co., Marion, O.; Hyatt Roller Bearing Co., Chicago; Illinois Tractor Co., Bloomington, Ill.; Indiana Silo and Tractor Co., Des Moines, Ia.; Inland American Tractor Co., Eau Claire, Wis.; International Harvester Co., Chicago; Kardell Tractor Co., St. Louis; Kinnard & Sons Co., Minneapolis; La Crosse Plow Co., La Crosse, Wis.; Magnet Tractor Co., Minneapolis; Minneapolis Steel & Machinery Co., Minneapolis; Moline Plow Co., Moline, Ill.; Hart-Parr Co., Charles City, Ia.; Rock Island Plow Co., Rock Island, Ill.; Oliver Chilled Plow

Guarantee Your Customers Clean Seed by Selling Them

"EASTLAKE" Grain Picklers

Made of Heavy Galvanized Iron. Strongly reinforced. A strong, well-made Smut Destroyer, at a price that meets any competition.



Note the position of strong, galvanized mesh. Grain can be dumped rapidly without wasting any solution. Saves its cost in a single season.

Smut causes a loss of thousands of dollars annually. "Eastlake" treated seed means better yields and bigger profits.

Crated for shipment with legs detached. Light in weight. Can be shipped by Express at small cost.

Order a Stock—*NOW*

Immerses and Treats EVERY KERNEL

The Pickler season is here. Your business depends upon the success of your customers. The use of thoroughly clean, treated seed grain is essential. With the "Eastlake" Grain Pickler, the farmer can immerse his seed for a few seconds or several minutes as desired. Using the "Eastlake" he assures the complete eradication of smut balls, and prevents possible loss. A low-set, strong and efficient pickler with ample capacity for any farm. Display one on your floor right away. Profitable business will follow.

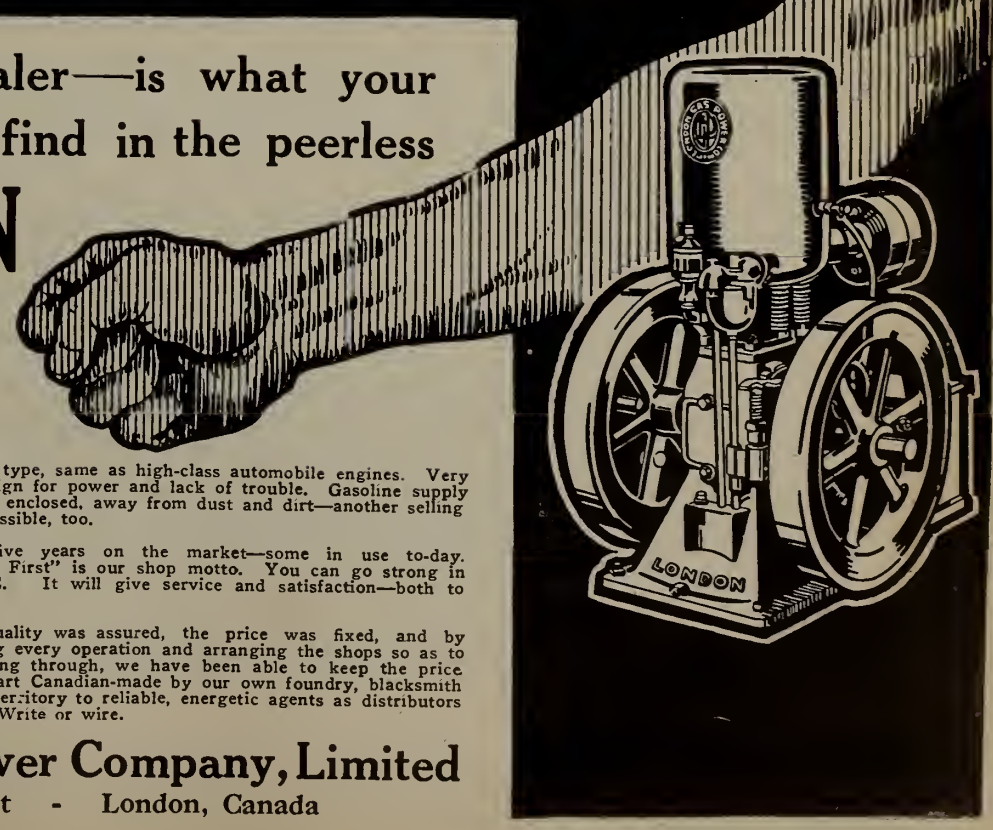
Concentrate on "Eastlake" Products this year. A complete line of Galvanized Shingles, Siding, Eave-Trough, Well Curbing, Culverts, Tanks, Garages, Portable Granaries, etc. Ask for illustrated literature and agency proposition.

The Metallic Roofing Co., Limited
Manufacturers
797 Notre Dame Ave., WINNIPEG, MAN.

A MIGHTY HELPING HAND

That—Mr Dealer—is what your customers will find in the peerless

LONDON ENGINE



RIGHT DESIGN Vertical type, same as high-class automobile engines. Very best design for power and lack of trouble. Gasoline supply in base—a feature. All moving parts enclosed, away from dust and dirt—another selling point. Damage from freezing is impossible, too.

BEST QUALITY Twenty-five years on the market—some in use to-day. "Quality First" is our shop motto. You can go strong in guaranteeing a LONDON ENGINE. It will give service and satisfaction—both to the limit.

FAIR PRICE Once the quality was assured, the price was fixed, and by standardizing every operation and arranging the shops so as to have a steady stream of engines going through, we have been able to keep the price down to a moderate figure. Every part Canadian-made by our own foundry, blacksmith and other shops. We want to allot territory to reliable, energetic agents as distributors and sellers of this attractive engine. Write or wire.

London Gas Power Company, Limited
32 York Street - London, Canada

Works, South Bend, Ind.; Pioneer Tractor Co., Winona, Minn.; Plowman Tractor Co., Waterloo, Ia.; Port Huron Engine and Thresher Co., Port Huron, Mich.; Samson Tractor Co., Janesville, Wis.; Stinson Tractor Co., Superior, Wis.; Toro Motor Co., Minneapolis; Townsend Mfg. Co., Janesville, Wis.; Vulcan Implement Factories, Evansville, Ind.; Wisconsin Tractor Co., Sauk City, Wis.

Saskatoon Firm Expands

Jackson Machines, Ltd., Saskatoon, manufacturers of sheaf-loaders, carriers and threshers, announce an enlargement to their plant by the addition of five new buildings in the past year. These comprise a machine shop, 32 x 108 feet; a wood shop, 56 x 64 feet; a stock room, 56 x 56 feet; and two erecting rooms, 40 x 80 and 72 x 90 feet, respectively. The company are engaged in the manufacture of the Jackson combination sheaf loader and carrier, and the Jackson low-down thresher, two machines which are meeting with much favor. In addition to handling their own product, they are also distributors for the Eagle tractor and the Happy Farmer tractor.

New Incorporations

The Weyburn Motor Co., head office, Weyburn, is incorporated with a capital stock of $10,000.

The Auto Top & Supply Co., Winnipeg, has increased its capital stock from $20,000 to $100,000.

Fox Inventors & Model Makers Co., Ltd., is the name of a new concern in Regina. Capital is $20,000.

The Reliance Garage & Motor Co., Ltd., has been formed at Shaunavon, with a capital of $20,000.

The Commercial Credit Co., Canada, Ltd., Regina, has increased its capital from $1,000,000 to $2,000,000.

The Plowman Tractor Co., Regina, is incorporated and registered in Saskatchewan, with a capital of $20,000.

The North Star Oil and Refining Co., Ltd., Regina, has increased its capital stock from $1,500,000 to $2,000,000.

Western Implements, Limited, has been incorporated at Regina with a capital of $100,000. The company will handle plowshares, canvases, implement parts and specialties.

The Stinson Auto Signal Co. has been incorporated at Winnipeg, by G. S. Heuring, R. M. McTaggart, W. E. Dorset and Chas. H. Stinson. Capital is reported as $100,000.

L. M. Good and L. T. Walls have formed a concern in Winnipeg, known as the Anderson Grain Saving Devices Co. They will manufacture grain-saving guards for binders.

The New Era Farm Machinery Co., Ltd., has been formed in Winnipeg, by John Herron, W. B. Cooper, W. C. Hamilton, Arch. Campbell and J. E. Huxley. The company will handle and sell tractors and power farming machinery. Capital stock is $40,000.

The Leather Market as Affecting Harness

To-day the average dealer feels that to attempt to sell harness is a hard job considering present prices. Even those farmers who require harness are chary of investment at present prices, and only buy when they have to. The analysis of the hide and leather market is of interest to every man who is to-day selling harness.

In the early spring of 1919 an advance in the price of hides set in. These rose to values that exceeded all war prices, leather following suit until in the middle of last year values varied from 30 to 50 per cent higher than any prices quoted in the known history of the trade. At the end of 1919, despite a gradual falling off in price, hides were double the price they were in 1914.

It does not necessarily follow, according to the trade, that though hides decline in price leather will follow suit. Leather producers state that leather was always being sold at less than cost of production, figuring on the hides which were going through the tanneries, and which had been purchased at top values. This means that hides must fall below a certain point before it will affect the market for leather, and in any case, tanners are bound to suffer a loss on the leather which they had made out of hides purchased during the early part of 1919.

The Canadian tanning industry is very largely dependent upon imported raw material, tanning extracts and most of the hides for sale, and also skins for light leathers, being purchased from abroad, and all these have to be negotiated either in New York funds or foreign exchange bought through New York, and bearing U.S. exchange rate.

Canada's Famous "Maple Leaf Brands" of Brantford Binder Twine

ARE the recognized "TOP NOTCHERS" in twine products in all parts of the world. If this were a mere statement it would count for nothing, but behind it are the hundreds of thousands of dealers and grain growers who testify to the fact that the "MAPLE LEAF" BRANDS are positively unequalled for LENGTH, STRENGTH, EVENNESS, GENERAL APPEARANCE AND FULL VALUE AND SATISFACTION FOR THE MONEY. Further, practically half a century of experience is behind our products, during which time it has been our constant aim not only to seek the confidence and good will of our customers by honest and fair business methods, but to maintain and improve the best known devices for the production of binder twines of the highest standard of quality. As proof that our ambition has been fully realized, we submit the enormous growth and development of our business in open competition with the world's Binder Twine manufacturers, necessitating factory extensions from time to time, until to-day we have an annual output of 10,000 tons, which is the largest of any Canadian Factory, and further extensions will be required to take care of the rapidly increasing demand for our quality. Large buyers in all grain growing countries where Brantford Binder Twines have been introduced, have found them most satisfactory under all conditions, and if you are not already familiar with this fact it will pay you to get acquainted with us and our line. We are prepared to look after your requirements in binder twine for quantities large or small. Write us for samples and quotations. We invite comparison with other twines. We have thrived on competition because we have excelled in quality. We have specialized on binder twines and made them our exclusive study. We submit all fibres to a special treatment to make them insect proof.

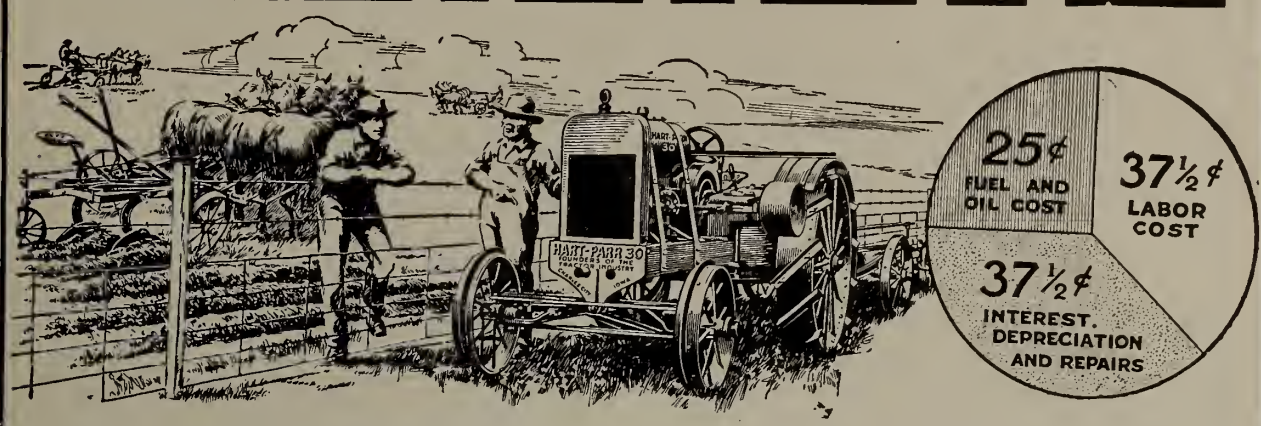
YOUR ENQUIRIES WILL RECEIVE OUR MOST PROMPT ATTENTION

THE BRANTFORD CORDAGE COMPANY, LTD.

BRANTFORD, CANADA

JOHN R. FIRTH, Western Representative, Winnipeg, Man.

What does it cost to plow an acre?



Three items enter into the cost of farming with a tractor—(1) labor, (2) interest, depreciation and repairs, (3) fuel and oil.

If you have a tractor that plows only seven acres a day, and the operator's wages are $5.00, then that's 71 cents an acre. If your tractor will plow eleven acres a day, the operators hire is but 45 cents an acre. The tractor that cuts labor cost to the minimum is a big advantage particularly in these days of high wages.

Big power in a tractor means capacity to do a big days work. The Hart-Parr 30 has proven its superior power at every big official test entered. In fourteen out of fifteen public plowing demonstrations it has plowed more acres per hour, at a lower total cost per acre, than any other tractor. Ask your dealer or write us for the figures.

This shows how tractor operating costs are divided. The tractor that reduces these costs to the lowest figure, is the best tractor for you to buy. Actual tests prove that the Hart-Parr 30 should be your choice.

Hart-Parrs are "long-lived"—

Depreciation and Repairs are items of cost that hit the minimum in the Hart-Parr 30. We are the Founders of the Tractor Industry. Nineteen years of tractor building experience have taught us how to combine strength, simplicity and economy in a light, three-plow tractor. The Hart-Parr 30 is the most simple and accessible tractor on the market today. In less than five minutes you can get at any working part, and you don't have to get under the tractor to do it. It's easy to keep the Hart-Parr 30 in tip-top shape. That's why they give such splendid satisfaction, why upkeep is so low, and why they will have long life—ask a Hart-Parr 30 owner.

Fuel Economy Worthwhile

The Hart-Parr 30 is guaranteed to burn kerosene as successfully as gasoline engines burn gasoline—to develop as much power from it and use no more of it. An exclusive Hart-Parr feature—the Kerosene Shunt—gives us extreme flexibility and economy of power. The catalog explains this wonderful feature.

Many of the old Hart-Parr's that plowed the virgin prairie of the Northwest are still in use today. The great granddaddy of all tractors was a Hart-Parr built in 1901

It pays to be Tractor Wise

Cleverly worded claims won't influence the man who investigates the tractor market. Facts will prove the Hart-Parr 30 to be the tractor that gives *"the most power for the longest time at the lowest cost."*

HART-PARR COMPANY
Founders of the Tractor Industry
268 Lawler Street
CHARLES CITY, IOWA

Branch at Regina, Sask.
Hart-Parr of Canada, Ltd., Winnipeg, Man.
Alberta Hart-Parr, Ltd., Calgary, Alberta
Saskatoon Hart-Parr, Ltd., Saskatoon, Sask.

Dealers

"Some choice territory still open for dealers who can measure up to the Hart-Parr standard of sales and service. If you are that man, the Hart-Parr franchise offers you an opportunity to become the leading tractor dealer in your community."

ABUNDANT POWER FOR THREE PLOWS. WEIGHS 5158 LBS.

HART-PARR 30

NINETEEN YEARS TRACTOR BUILDING EXPERIENCE

Grain Growers Issue Statement on Machinery Business

The general manager of the United Grain Growers, in making the annual report of that body, addressed a letter to all shareholders dealing with the development of their farm machinery department. In this communication he said, in part:

"When our machinery department was first started, the aim was to handle machinery with the least possible expense in order to make the spread between the manufacturers' price and the price to the farmers as low as possible. It was not long before we found that this method of doing business was not satisfactory either to our shareholders or patrons of the company. As the business has developed, the demand for increased service has grown, until at the present time at our elevator points, we are doing what is practically a semi-retail business. As a result of this, your directors have decided that in order to place our machinery department on a permanent and satisfactory basis, it may be necessary for us to gradually develop a retail machinery business on an agency basis. . . . . .Arrangements are also being completed whereby co-operative associations will be given an agency for handling our machinery on a basis which we believe will be satisfactory to them.

"In order to develop the retail machinery business to any extent, it will require capital to finance the carrying of stocks. It will be necessary for locals to subscribe sufficient capital to carry the stock of machinery and also to cover the cost of erecting a warehouse, where this is necessary, on the same basis as that on which the building of an elevator is financed."

Continuing, the general manager states that the company's price cannot be lowest, and that they cannot hope to cut prices. "Our competitors," said he "must either quote a price at least reasonably close to ours or it would only be a matter of time until the U. G. G. would put them out of business. . . . A comparison of prices will show that machinery was not being sold any cheaper in Canada than in the U. S. five or six years ago, before United Grain Growers went into the machinery business."

Commenting on prices, this lengthy letter continues as follows:

"The spread between the U. G. G. price and that of our opposition has inevitably been reduced every year. It could not be otherwise. They are not going to let us take business away from them without a struggle. We hope every shareholder will carefully consider this feature of the business and do his utmost to encourage his neighbors to buy their machinery from the company, so that we may have a volume of business, which will be satisfactory. Our machinery department is one department of the company's business, which after being in business for several years has not been able to show a profit at the end of the year. It is a question if it will be satisfactory to our shareholders to continue to operate this department, if it cannot be placed on a profitable basis."

Clark Made Domestic Sales Manager

The Emerson-Brantingham Implement Co., Rockford, Ill., announce that W. L. Clark has been appointed domestic sales manager and Frank M. White, assistant manager. Mr. Clark has spent a lifetime in the implement industry. He has been with the Moline Wagon Co., Deere & Co. and the Moline Plow Co., serving the latter concern as division sales manager. Later he was general sales manager for the Samson Tractor Co. With the general growth of the E-B Company considerable expansion has been made in the distributing system through new branches and sub branches which have been added this year. Mr. Clark will assist the organization to continue to improve their service to the trade.

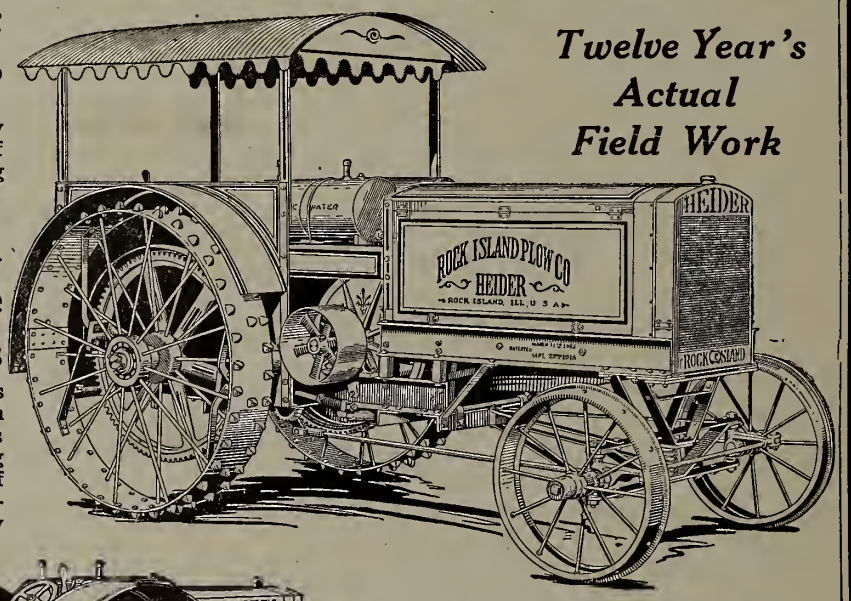
Every credit should be carefully watched before the goods are sold or charged. Every town should have a Credit Bureau, if possible, in order to know something about all possible customers.

What is Back of the Lines You Sell?

Upon that question depends, to a very great extent, the success or otherwise of the dealer handling power farming machinery and threshers.

"WATERLOO" and "ROCK ISLAND" have Reputation that counts

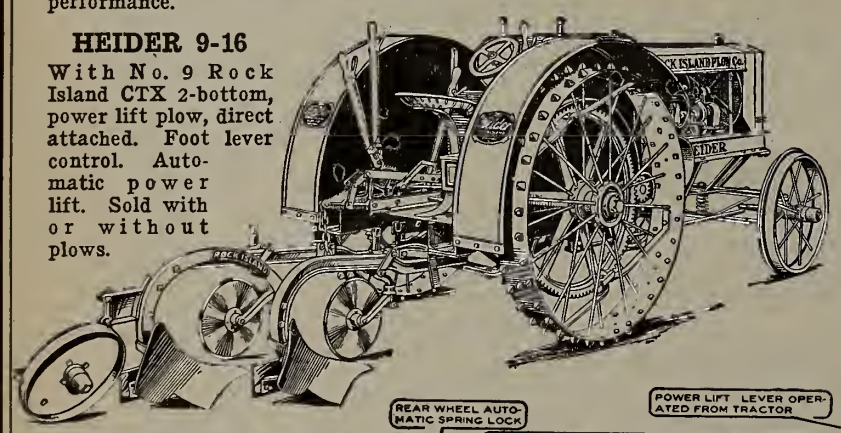
Rock Island Tractors and Farm Tools are backed by 65 years' experience in implement building. For over 60 years the "Waterloo" Line of threshing machinery has been Canada's standard of perfection. Handle these lines; their success is based on years of satisfactory performance.



Twelve Year's Actual Field Work

HEIDER 9-16

With No. 9 Rock Island CTX 2-bottom, power lift plow, direct attached. Foot lever control. Automatic power lift. Sold with or without plows.

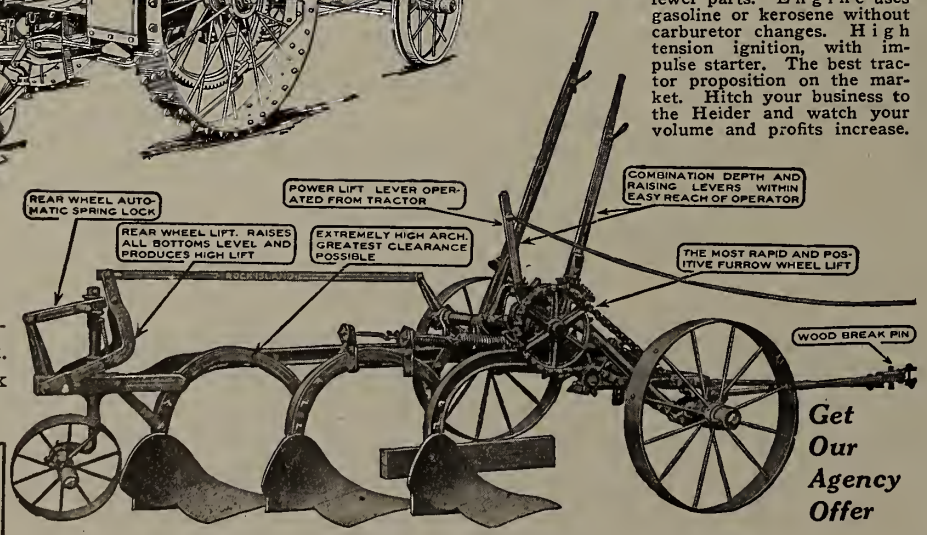


HEIDER 12-20 H.P.

The tractor that gives resistless pull without jerking or vibration. Seven speeds forward or reverse, all with one motor speed and one lever, for traction or belt work. No gears to strip—15 to 20 per cent fewer parts. Engine uses gasoline or kerosene without carburetor changes. High tension ignition, with impulse starter. The best tractor proposition on the market. Hitch your business to the Heider and watch your volume and profits increase.

ROCK ISLAND TRACTOR PLOWS

Successful behind any tractor. Front furrow wheel lift. Equipped with 2, 3 or 4 Rock Island CTX Bottoms.


REAR WHEEL AUTOMATIC SPRING LOCK
REAR WHEEL LIFT. RAISES ALL BOTTOMS LEVEL AND PRODUCES HIGH LIFT
POWER LIFT LEVER OPERATED FROM TRACTOR
EXTREMELY HIGH ARCH. GREATEST CLEARANCE POSSIBLE
COMBINATION DEPTH AND RAISING LEVERS WITHIN EASY REACH OF OPERATOR
THE MOST RAPID AND POSITIVE FURROW WHEEL LIFT
WOOD BREAK PIN
ROCK ISLAND

Get Our Agency Offer

"WATERLOO" CHAMPION SEPARATORS

A size for every farm: 20 x 36, 24 x 36, 24 x 42, 28 x 42, 33 x 52, 36 x 56 and 40 x 62. America's best threshers. Guaranteed grain savers. Ask for descriptive literature.

Ask for Catalogues, Particulars and Proposition

Our line comprises: Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, etc.

THE WATERLOO MANUFACTURING CO. LTD.

REGINA PORTAGE LA PRAIRIE SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO

The Riesberry Pump Co.

(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

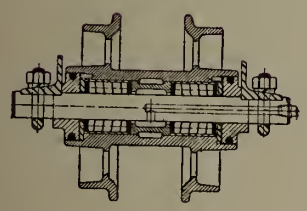
T. N. WILLIAMSON W. J. MERRELL

Phone 607

19-6th Street Brandon, Man.

HYATT

ROLLER BEARINGS



Cross Sectional View of a Track Roller in Creeper Type Tractors Showing Application of Hyatt Roller Bearings.

In this position the hollow spiral roller construction of Hyatt Roller Bearings provides many distinct advantages.

Only a bearing of the Hyatt type can stand up and give permanent performance under the gruelling conditions of track roller operation.

The resilient Hyatt rollers lessen the tremendous shocks—eliminate breakage—provide efficient lubrication even under extreme conditions—and always "stay put" assuring constant operation without stops for repairs.

It is because of these many peculiar advantages that Hyatt Roller Bearings are just as permanent as the shafts upon which they operate.

The Hardest Service in the World

Forcing their way through mud, muck, sand or water—going through or over all obstructions and, at the same time, supporting the tremendous weight and pull of this giant tractor and its load, the track wheels of the "creeper" type tractor endure the hardest service in the world.

And, at the point of severest wear in these track wheels, Hyatt Bearings are installed.

Ten years ago, Hyatts were first used in this application. Many of these old machines are still in operation, and in them Hyatt Bearings have given ten years of constantly dependable, permanent service.

Ten years' use under the most severe working conditions known in the tractor industry, without ever requiring adjustment.

There could be no greater proof that Hyatt Bearings should be in the tractor you buy, or in the truck, thresher, grain binder, plow, windmill and other farm machinery.

HYATT ROLLER BEARING COMPANY
Tractor Bearings Division, Chicago
Motor Bearings Division, Detroit Industrial Bearings Div., New York City

With the Manufacturers

The Toro Motor Co., Minneapolis, Minn., has increased its capital from $100,000 to $400,000.

The National Milker Co., has been incorporated in Minneapolis to manufacture milking machinery. The capital stock is $500,000.

The Canadian General Electric Co., Toronto, contemplates the erection at Peterborough, Ont., of factory extensions which will cost $1,000,000.

The Avery Co. is erecting an addition to its engine plant in Milwaukee, which will cost $60,000, and will connect the gray iron foundry with the machine shop.

The General Top Company of Canada, Ltd., capital $300,000, head office Toronto, will manufacture and deal in automobile parts and accessories.

The Stinson Tractor Company, Superior, Wis., announce that the sales department has been opened at Eau Claire, with W. H. Woodworth as sales manager.

The Beeman Mfg. Co., Minneapolis, Minn., announces a new model Beeman Garden tractor known as Model "G." The U. S. price of this model is $310.

A winding-up order has been granted in connection with the Page Wire Fence Co. of Canada, Limited, Montreal, and a meeting of the creditors was held recently.

The West Furnace Carburetor Company of Canada, Limited, capital $100,000, head office, Toronto, will manufacture and sell furnace carburetors and parts.

The Dominion Battery Co., recently opened a warehouse in Winnipeg to give better service to the Western trade. Martin Engers is Western representative of the company.

The Burd Ring Sales Co., 322 McIntyre Block, Winnipeg, announces that it has been appointed distributors for the Dominion of Canada for the Violet-Ray lens.

The Canadian Tank and Pump Co., Ltd., capital $50,000, head office Toronto, Ont., is formed to manufacture and deal in self-measuring oil pumps, tanks and storage systems.

The Schofield Tractor Corp., Ltd., has been organized, at Toronto, Ont., with a capital stock of $1,000,000 by David I. Grant, M. MacDonald, Edwin Smily and others.

It is reported, at Minneapolis, that the International Harvester Co. has purchased a concrete building for the general sales department, the repair department and display rooms.

Tractor and Implement Company, Limited, capital $1,000,000, head office, Montreal, has been formed to manufacture and deal in tractors, motor cycles, implements and accessories.

The Timken Roller Bearing Co., Canton, O., will erect two new factory buildings, one 110 x 420 to be used in connection with the tube mill department, and another 71 x 220 for a pickling plant.

G. M. Gillette, president of the Minneapolis Steel & Machinery Company, recently stated that more than two thousand Twin City tractors have been ordered for foreign delivery during 1920.

It is expected that, when it is completed, the new Milwaukee plant of the Nash Motors Co., will equal in size and capacity the main plant at Kenosha, Wis., which now employs more than 5,000 people.

Plans have been filed with the building inspector, of Racine, by the J. I. Case Plow Works Co., for a new malleable foundry, 151 x 300 feet, and a new gray iron foundry, 130 x 360 feet, which will cost $200,000.

The Carlson Rotary Engine Co., of Muskegon, Mich., has recently been incorporated with a capital stock of $10,000 for the manufacture of rotary engines under patents recently granted to Theodore A. Carlson.

Excavation is to be commenced at once, in Regina, on a new warehouse for Wood-Vallance, Ltd., to cost $250,000. The building will be on the site of Peart Bros.' old premises at Eighth Avenue and Hamilton Street.

In a recent interview with H. J. Fuller, president of the Canadian Fairbanks, Morse Co., Limited, Mr. Fuller advised that the additions being made at Toronto factory are to meet new Canadian demands for their lines.

Announcement is made that the name of the Pierson Mfg. Co., of Topeka, Kan., has been changed

There's Going to be a Great Demand this Spring for

Aspinwall

Potato Machinery

ASPINWALL POTATO PLANTER

PLANTERS, SPRAYERS, DIGGERS, and CUTTERS

CORN PLANTERS and SORTERS *Repairs a Specialty*

DEALERS: Get our Prices. Order Early and meet the demand for Potato Machinery this year. Write to-day

Full Particulars and Literature on Request

WILLIAM EDDIE

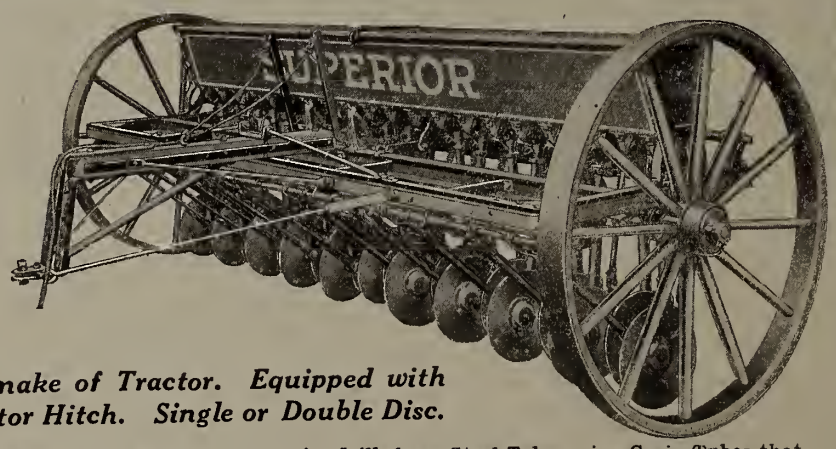
Aspinwall Distributors for Western Canada

175-179 Princess St. : (PHONE G. 1220) : Winnipeg, Man.

DEALERS!

We are Distributors for

SUPERIOR Tractor Grain Drills

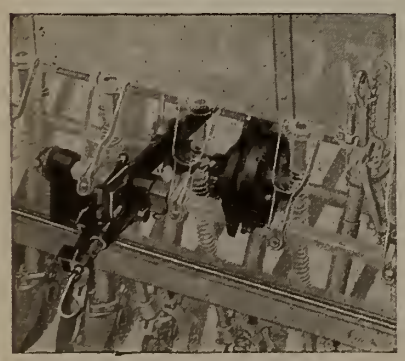


Can be used with any size or make of Tractor. Equipped with Power Lift and Adjustable Tractor Hitch. Single or Double Disc.

The Superior is the only REAL POWER LIFT Tractor Grain Drill in Canada with a reputation for quality, construction and accuracy in seeding that ensures the dealer profitable business.

Superior single and double disc bearings are guaranteed for the life of the drill. The Superior double-run force grain feed positively sows out the last seed.

Superior drills have Steel Telescoping Grain Tubes that will not kink, stretch or break under the hardest service. The disks on Superior drills are made from SAW-BLADE STEEL. Solid angle steel frame with I-Beam Steel Bed Rail. Superior Folding Levers. Superior patented Oscillating Drag-Bar Heads give 50 per cent more clearance, when needed, than is possible with any other drill.



Power Lift for Raising or Lowering Discs. Operated from Tractor Seat

Get the Agency. Write for Particulars

Superior Grain Drills distribute the seed evenly at a uniform depth, and give every kernel an even chance of moisture and perfect germination. They assure the farmer an even stand and a full harvest. Every Superior Drill sold sells another.

We are Manitoba Distributors for

NEW HART-PARR 3-PLOW TRACTORS

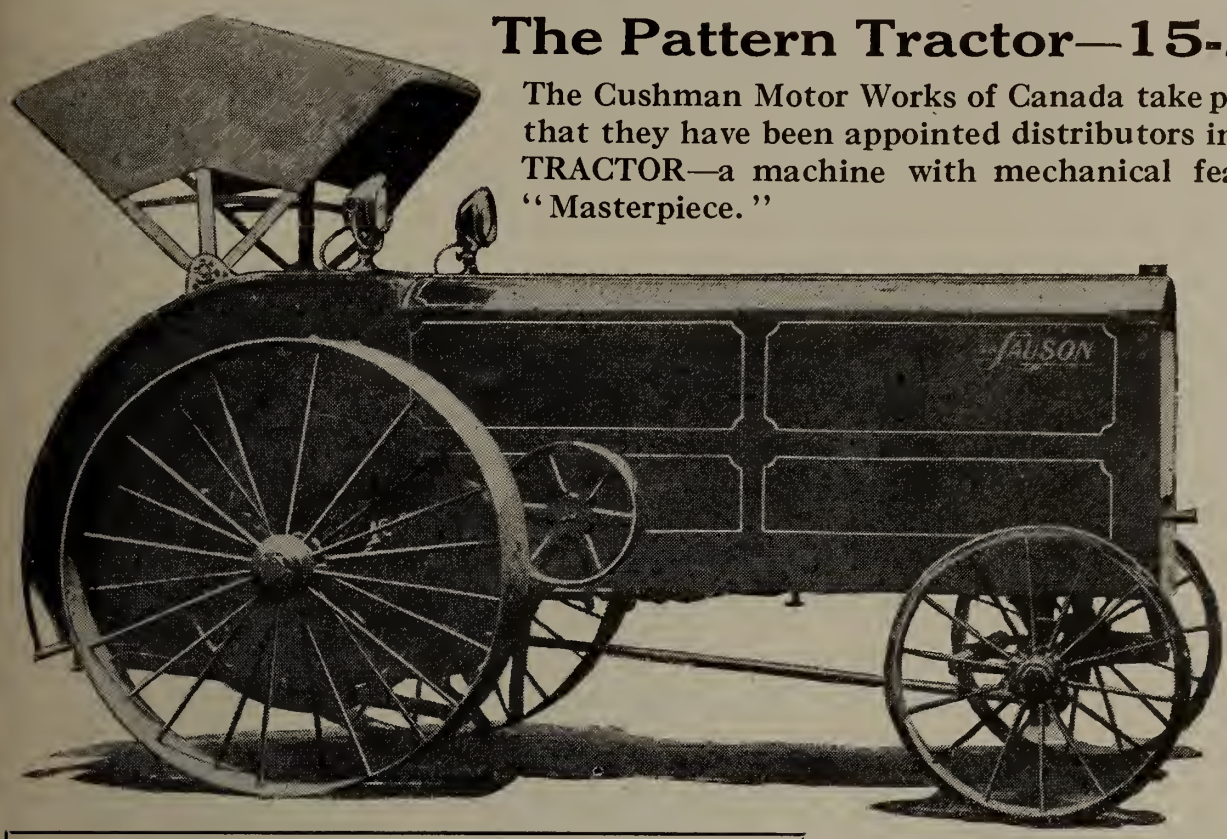
Hart-Parr of Canada, Limited

WINNIPEG, MAN.

Cushman Are Now . . Distributing Lauson

The Pattern Tractor—15-25 and 15-30 H.P.

The Cushman Motor Works of Canada take pleasure in announcing to the trade that they have been appointed distributors in Western Canada for the LAUSON TRACTOR—a machine with mechanical features which make it the Tractor "Masterpiece."



DUST-PROOF—WITH ALL GEARS ENCLOSED

The Full Jewel Tractor—of superior construction and correct design. All gears run in oil. Twenty-four Hyatt and Timken roller and ball bearings. The Lauson 15-25 and 15-30 are the right sizes for the farmer. Plenty of power on draw-bar for three plows, depending on soil condition, and sufficient belt power for separators 24-in. to 28-in., depending upon make, and the larger size feed cutters and other heavy belt work.

15-25 belt driven fan; 15-30 gear driven fan.

"Siphon Air Washer" which completely washes the air before it enters the carburetor, completely removing all dust, even the smallest particles.

Sylphon thermostat.

The Lauson 15-25 and 15-30 specifications are an index of tractor character.

The Lauson 15-25, canopy top not regularly furnished; the Lauson 15-30, canopy top regularly furnished.

LINCOLN 24x46 SEPARATORS

The Perfect Thresher for use with small tractor. Ideal to sell the owner of a 10—20 or 12—24 Tractor. Strongly built; exceptional capacity. Can be furnished with Hand Feed or Wind Stacker, or with full equipment. Ask for particulars of the 1920 model.

DEALERS: Now is the Time to get Agency

Study the Lauson Tractor in detail and prove for yourself why Lauson improved features will ensure you the tractor business in your territory. Complete particulars gladly sent to you on request.

Pay us a visit during Winnipeg Bonspiel—February 10-21. We will be glad to have you investigate our complete line.

CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Whyte Avenue and Vine Street Winnipeg, Man.

Distributing Warehouses:

MOOSE JAW SASKATOON CALGARY EDMONTON

LINCOLN TRACTOR GANG PLOWS

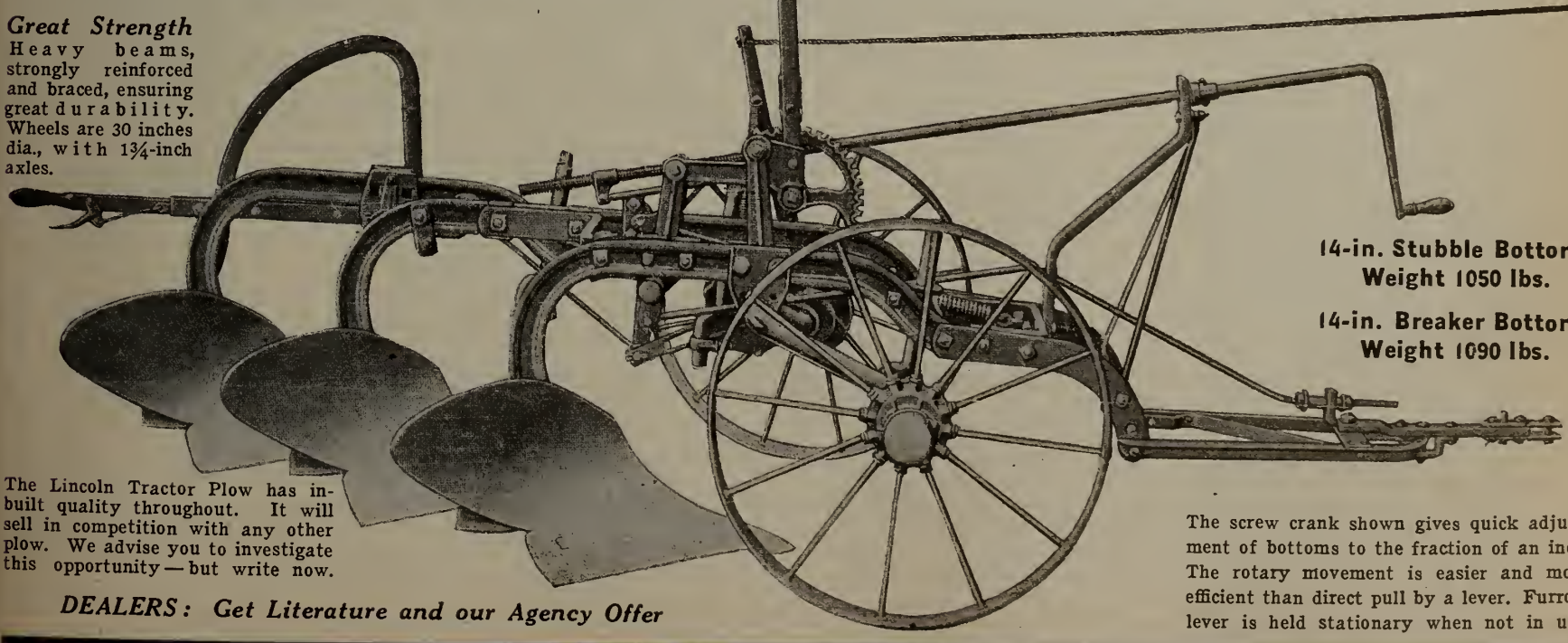
TWO—THREE BOTTOM SIZE

Lever Action Raises Third Bottom Instantly

Note rear lever and quadrant. This lever lifts the third, or outside, bottom clear whenever operator desires, making a perfect TWO-BOTTOM outfit, without a moment's delay. The third bottom can be quickly attached or detached if necessary. Lincoln plow bottoms can be raised to clear ground by 6 to 8 inches. Plowing depth readily adjustable to 9 inches. Unusual clearance prevents trash accumulating. By eliminating gauge wheels we obviate the greatest cause of clogging. The Lincoln hitch gives a wide range of adjustment vertically or horizontally.

Great Strength

Heavy beams, strongly reinforced and braced, ensuring great durability. Wheels are 30 inches dia., with 1¾-inch axles.



14-in. Stubble Bottoms Weight 1050 lbs.

14-in. Breaker Bottoms Weight 1090 lbs.

The Lincoln Tractor Plow has in-built quality throughout. It will sell in competition with any other plow. We advise you to investigate this opportunity—but write now.

The screw crank shown gives quick adjustment of bottoms to the fraction of an inch. The rotary movement is easier and more efficient than direct pull by a lever. Furrow lever is held stationary when not in use.

DEALERS: Get Literature and our Agency Offer

to that of the Pierson Telegraph Transmitter Co. The company manufactures high speed gasoline engines, besides other lines.

Western Motors Co., Ltd., Toronto, Ont., has been incorporated with a capital of $40,000 to manufacture tractors, farm machinery and automobiles. The incorporators are: A. W. Briggs, R. W. Lent and Edna M. Kingdon.

The McLaughlin Motor Car Co., Winnipeg, have completely remodelled their showrooms, installing some half a dozen sales booths. They now have as fine a show room as can be found in the automobile trade in Western Canada.

The three-day convention of the salesmen of the Imperial Oil Co., which was held at Regina recently, was most successful in every way. Reports indicated a most satisfactory year, and plans were laid for expanding sales during 1920.

The Beeman Tractor Co., Minneapolis, has purchased the plant formerly occupied by the Northwestern Safe Co., at Columbia Heights, a suburb of Minneapolis. At this plant the company will manufacture the hitches and the attachments for Beeman tractors.

The Weed Harvester Machine Company, Limited, with head office at Belleville, has been granted a Canadian charter. The incorporators are: Ellsworth Masten, James Henry, Ellsworth Vrooman, and Burton Asseltine. Capital is $50,000.

J. H. Ashdown Hardware Co., Ltd., of Winnipeg, are to open up a big warehouse in Edmonton this year, to be followed later on by a retail store. The company plans to build a six-storey warehouse on the south-east corner of 102nd Avenue and 105th Street.

The Baker Mfg. Co., of Evansville, Wis., has increased its capital stock from $800,000 to $1,600,000 to accommodate the increase in its business and provide further extensions for the manufacture of gas engines, pumps, wind mills and other farm specialties.

The Cleveland Tractor Co., during Minneapolis Tractor Show, distributed circulars announcing a reduction in price, notwithstanding the enlarged motor and wider tracks. The Cletrac, which listed last year in the U.S. at $1,585, is now priced at $1,395, factory.

An addition which will considerably more than double the capacity of their factory at St. John's, P.Q., is just being completed by the Canadian Hart Accumulator Co., Limited. The company produce batteries for fire alarms, farm lighting and automobile starting and ignition.

The Port Arthur Manufacturing Company, Limited, formed at Port Arthur, Ont., by A. Whiddon, president and general manager, and J. K. Kennett, who will be vice-president and secretary treasurer plans to manufacture and carry on a general business in roofing, furnaces and ranges.

The International Harvester Company of America, by purchasing the Parlin & Orendorff Plow Company's building, on Washington avenue, north, now have one of the largest branch houses in the world located in Minneapolis. In the two buildings the floor space is 250,000 square feet.

Following an extensive series of tests to determine the advantages of anti-friction bearing equipment in ensilage cutters, the Meili-Blumberg Company of New Holstein, Wisconsin, have announced Hyatt Roller Bearings as a standard equipment on the cutter shaft and blower of their ensilage cutter.

The Holt Mfg. Co., Peoria, Ill., has been presented by the British government with a British fighting tank, weighing twenty-seven tons. This presentation was made as a mark of appreciation to the Holt company's development of the Caterpillar, which played a large part in the development of the war tank.

About a million dollars will be spent on extension and new equipment by the National Farming Machinery, Limited, of Montmagny, P.Q., who have taken over the plant and business of the General Car and Machinery Works, Limited. They will employ about 1,200 men and will produce foundry work and gasoline engines.

Firm Changes Name

The Winnipeg Ceiling and Roofing Company, Limited, Winnipeg, is making an application to change the name of the company to Western Steel Products, Limited.

It is very necessary that the dealer should know considerable about how to advertise his store, even though it might not be the up-to-date advertising man's way of doing it.

The Tractor You Sell

is only as attractive as the tractor is tried and proven, practicable, and economical in operation. Continued sales, easy service demands, and contract renewals throughout the country prove that Turner success is hinged upon built-in principles of proven merit, of economy and service.

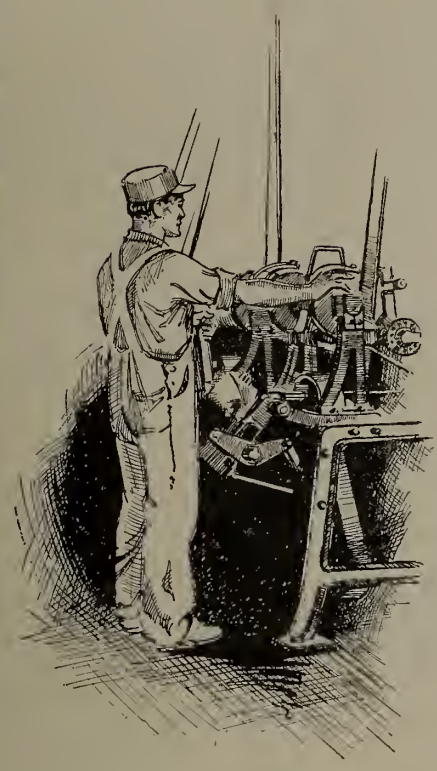
TURNER Simplicity

has met the demand for a tractor that can be relied upon for constant performance on a wide range of work. On drawbar and pulley jobs the efficient delivery of power to wheels and belt has won Turner lasting reputation. Its reserve power to meet overload conditions, its low fuel costs, easy handling and thorough dust protection, contribute to the increasing sales records that have grown apace with production facilities. It is significant that the Turner is handled by leading distributors the country over. For immediate action on territory proposition—address

The Turner Mfg. Co. 215 Lake St. **Port Washington, Wis.**

CANADIAN DISTRIBUTORS:

Turner Tractor Sales Co., Winnipeg, Man. Eugene Julien & Co., Ltd., Quebec, Que



The Plymouth Ball has long been one of the outstanding features of Plymouth twine. Perfectly formed, hard wound, this ball stands up until the last foot is used; no snarls caused by collapsing balls. Here is just another feature responsible for the Plymouth reputation.

Why not let us help you sell twine this year?

EVERY Plymouth Twine Dealer has available for his use the very comprehensive sales service that has helped to make Plymouth the best-known binder twine.

This service has enabled many dealers to materially increase their twine sales.

In your territory it would go direct to your possible customers, telling them of Plymouth Twine and its quality, and directing them to your store for their season's supply.

This service, backed by Plymouth quality, insures an increasing, profitable twine business from year to year.

Better ask about it.

Write for particulars

Plymouth Cordage Co.
Welland, Canada

Canadian Distributing Agencies

W. G. McMahon
(Representing Lindsay Brothers)
Winnipeg, Man.

Hobbs Hardware Co.
Toronto, Ont.

PLYMOUTH TWINE

New Empire Catalog

The Empire Cream Separator Co., Bloomfield, N.J. and New York, announce their new Empire milking machine catalog. With a finely colored and artistic cover, the new catalog is a most attractive publication throughout. Although the Empire machines have undergone no radical changes since their inception there are several new features which have been incorporated. The Empire company extends an invitation to all Western Canadian dealers to send for a copy of the new catalog and acquaint themselves with the features of the Empire milkers.

Haney Automatic Pickler

Western Implements Limited

Wholesalers to the Implement Trade

The business formerly operated under the name of the Western Implement Supply Co. is now under the new name of Western Implements Limited. Our object is to deal entirely in a wholesale way to the Implement and Blacksmith trades. We carry large stocks of plowshares, implement repairs, wood goods, bar iron and steel, small hardware, blacksmiths' coal, horse shoes, etc. Get our A1 proposition on the Handy Automatic Grain Pickler. New 1920 catalog ready soon. Write for your copy.

REGINA SASK.

The Higher Cost of Goods

At the present time, for reasons not necessary here to narrate, we see advances in the cost of farm machinery. Beyond the exchange problem, in connection with production costs, we have the factor of materials, and materials, especially in the wood goods market, are advancing steadily.

Authorities consider that production costs in the farm machinery industry, are going to increase rather than decrease, and that actual manufacturing costs must necessarily go higher. One production expert, in the general implement manufacturing line, believes that it will be found that the amount of actual goods produced by 100 men five years ago, cannot be produced to-day with less than 125 men. He believes it will be found that the average labor is being paid at least 75 per cent more per hour. This means not less than an actual labor cost in manufacturing to-day of 100 per cent in excess of the pre-war period. If labor must receive more pay, and if labor must produce more per man in order that prices may go down, there is mighty little chance of a reduction during the coming year.

To Distribute Hart-Parr Tractors

The Alberta Hart-Parr Co., has been formed to distribute the well-known Hart-Parr line of tractors in the province of Alberta. Geo. P. Winchell will have charge of the company, which is selling the Hart-Parrs outright to local agents. Mr. Winchell reports a very large number of orders for spring delivery, and says that Alberta farmers are very optimistic as to the future. With from 18 to 30 inches of moisture, Alberta farmers expect a very good crop this year.

National Dairy Show

It is announced that the U. S. National Dairy Show for 1920 will be held from October 7 to 16 inclusive. This makes the affair a ten-day exposition, as it was for a number of years prior to 1919, when the time was reduced to one week.

Dominion Trade

Despite domestic difficulties it is evident that Canadian concerns are steadily holding their own in the export markets of the world. Consider, as proof, the following figures:

The total exports of the Dominion for the year 1919 were $1,232,255,606, and the total imports $940,567,781, making the total volume of trade for the year $2,262,823,387.

This is an increase of almost $127,000,000 over the preceding year, and with the exception of 1917, when the figures were swelled by the enormous quantities of munitions and foodstuffs sent overseas, is the record for the Dominion.

Cheer up. Binder twine prices are on the toboggan.

CAPACITIES: 25 TO 150 BUSHELS

Here we show our 1920 model 32-inch Bull Dog with Bagger and Power Attachment. . .

There's A Reason Why The Demand For

Bull Dog Fanning Mills

Exceeds the Combined Sales of all Other Mills Sold in Western Canada

They Get the Dealer the Business

Eleven sizes of grain cleaning machines. The largest line manufactured in Canada. Our dealers are steadily booking big orders because farmers everywhere know the quality, superior design and unequalled efficiency of Bull Dog Mills. Order now.

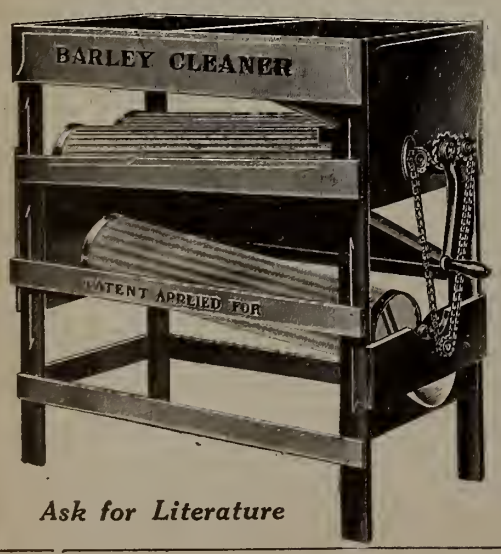
Handle the Bull Dog Smut Cleaner this Spring

Extra long carrier for wagon box delivery. False perforated carrier bottom; no liquid wasted. Rust proof tank.

The Bull Dog Wild Oat Separator—A Big Seller

Made to Separate Wild Oats from Barley—and DOES IT

Made in Three Sizes: 3, 6 and 12-Roll



Ask for Literature

The only machine that will successfully treat Oats and Barley

Be a Bull Dog Dealer

TWIN CITY SEPARATOR CO., LTD.

WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alta.

Farmers Know How Good It Is

THIS E-B plowing outfit is a nation-wide favorite, because farmers have known for years the satisfactory service of the entire E-B line.

The E-B 12-20 Tractor, Model AA

The E-B 12-20 Tractor, Model AA, shown above, is a year-round performer of ideal size. It combines lightness with great pulling power; steady, smooth operation with economical consumption of fuel.

It has the strong, compact construction and the mechanical efficiency that modern farmers demand. All working parts are enclosed. Equipped with Hyatt roller bearings; K-W magneto; Bantam ball-thrust bearings; Modine Spirex radiator.

The E-B Tractor Plow

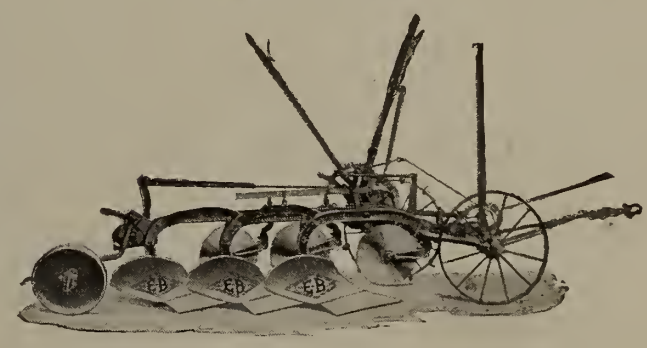
A working teammate worthy of the E-B 12-20 Tractor is the E-B 102 Tractor Plow. It can be fitted with either 12 or 14 inch bottoms and is regularly equipped with E-B quick detachable shares. A 24-inch front furrow wheel (with oil-tight, dust-proof magazine wheel box) and a 26-inch land wheel carry the greater portion of the load close to tractor.

When you ally yourself with this widely known line of farm machinery you are aided and backed by a well organized service which assists you in building sales.

Write to us and let us explain our plan

The E-B Line

Plows	Saw Mills
Harrows	Manure Spreaders
Cultivators	Tractors
Pulverizers	Tractor Plows
Listers	Threshers
Ridge Busters	Stationary Engines
Planters	Binder Engines
Stalk Cutters	Portable Engines
Mowers	Pump Jacks
Rakes	Corn Shellers
Hay Loaders	Hay Presses
Tedders	Grain Binders
Stackers	Corn Binders
Vehicles	
Wagons	
Grain Drills	



Emerson-Brantingham Implement Co., Inc.

Established 1852 ROCKFORD, ILLINOIS

A Complete Line of Farm Machinery Manufactured and Guaranteed by One Company

Anderson-Roe Company Ltd.
Winnipeg Regina Calgary Saskatoon
Distributing Stocks at Edmonton and Lethbridge

Emerson-Brantingham Implement Co.
Regina
Distributors of the E-B Line of Power Farming Equipment in Saskatchewan

The Keeping of Records

In the retail implement trade the time is past when a dealer can hope to succeed unless he has an efficient cost accounting system. Every dealer should analyze his selling expenses, should know what service, wages, interest and other items of running expenses are costing. A good accounting system will enable you to discover the leaks that mean loss and will more than offset the cost. Idle stock on your floor steals your time and money. Keeping proper stock records and department records enables you to know what turnovers different departments and machines are making. Frequent turnover is essential to a profitable business.

To know your business you must have complete records. You must make segregations by lines if not by machines. You should make a complete segregation of the expense account, then by comparison you'll see where you can make a reduction in expense that will increase the net profit. The average dealer does not secure the net profit that he imagines he is obtaining, and business records will show this fact.

Cultivating Repair Trade

Tell the farmers how you keep a stock of parts for machines used in that community ready for instant need. Encourage them to go over their tools systematically ahead of the season and to bring you a complete list of all parts needed to put the tools once more into first class condition.

Handled the right way, you will find the repair department of your business one of the most profitable you have. Repairs require less sales effort than do new machines. It is much easier to interest a man in saving money than in spending it for a new tool. No setting up or visits to the farm are necessary; you simply hand out the repair. But to do so you must have adequate repair stocks.

A Man of Many Sides

The implement dealer, especially the owner of a small business, has to be many men in one. He has, at various times in the day's work, to act in the capacity of sales manager, credit manager, collector, salesman, accountant and expert mechanic. It is no small task, this measuring up as an efficient retail implement merchant.

There are a good many things connected with the selling of implements, and being an implement dealer, in which you have got to be a good manager first. You must be efficient in your line of work. You must be a financier. If you are a dealer you can go out and make a sale that may be all right—you may go out and make a statement and make the sale, but unless you are a financier, you can't make a settlement for that machine. When you sell a small implement it doesn't count up very much; it does not run into a great deal of money; but when it runs up into thousands of dollars it requires a much different settlement, and you must be quite a financier to make such a settlement. You must know the financial condition of your customer, and you must be posted and able to make your settlements straight, so that the banker will take them over, if necessary.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

SUBSCRIPTIONS
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RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MARCH, 1920

Clean Seed Pays

There are now machines on the market that give most efficient results in separating wild oats from other grains, while the oat crop is often spoiled by weed seed and other impurities. By using such machines the farmer can take out the wild oats, and it is safe to say that if every farmer in Western Canada would clean his seed and use only selected seed grain of improved strains, the average annual yield would be increased five bushels per acre. In wheat alone this would represent an addition of 95,629,480 bushels to the 1919 wheat crop. Your customer may think of a fanning mill when he gets out his grain in the spring and finds chaff and weed seed in it. But it will likely be too late for him to clean the grain then. If you have not already done so, tell your customer to get his fanning mill now and have the seed grain clean and ready for seeding as soon as the ground is ready.

Is Your Window Working ?

In the implement business some dealers have good window space that is neglected. They have lazy store windows, which are worse than a lazy clerk. A good hard-working window will sell more goods than you imagine. There are many lines which the dealer can display in his window to advantage, such as cream separators, engines, feed grinders, auto and tractor accessories, etc. The extent to which your window will sell goods depends on the time and thought put into it. You can make your window sell more goods than any clerk you hire, regardless of the amount of wages. Your window costs nothing but the time you spend in arranging it and in changing the display frequently.

Don't neglect the small lines

The Hardwood Market

To those dealers who are handling wood goods, the present situation, as regards prices, is one that merits considerable consideration. Since a very great proportion of the woods that are sold in the Canadian West are imported, the present exchange situation has a large bearing upon present prices. Because of this jobbers of wood goods have been necessarily compelled to advance their prices, but beyond that fact lies the truism that the wood goods industry in 1920 faces the greatest shortage of raw material that has ever been known. This shortage is not merely due to the fact that 1919 was a bad year for the production of lumber, especially hardwoods, but 1919 was the culmination of an absolutely unparalleled series of shortages due both to the war and to natural causes.

It is now five years since the production of lumber has been on a normal basis. Not only was the consumption of lumber checked by the war, but the war had the same effect on the production of lumber. Exports practically ceased. The building of homes was suspended. As the war progressed, no building was evident by necessity of war. The industry languished.

But, in addition to this war condition, we have had in the U.S. three successive "crop failures" of lumber. The two first were widespread. But the 1919-20 failure is almost complete.

Along with this great shortage of lumber, there has come the enormous demand due to the astounding expansion of all building operations since the end of the war. The result is that the market for hardwoods of all kinds is swept clean, and no relief is in sight for many months. All classes of hardwood lumber are sold to eager buyers at prices that seem almost unbelievable.

To sum the matter up, with the accumulated shortage of five years to be met, and the crop of this year not over 60 per cent of normal, no drop in the cost of other basic commodities can greatly affect lumber, for years to come.

Keeping in Touch with Agriculture

Advertising to the farmer is an investment by the manufacturer or wholesaler to help sell his goods. As a dealer you are the manufacturer's or wholesaler's local distributor, so that it is of considerable importance that you keep in touch with his consumer

advertising. The expense for a subscription to all the farm papers read in your community would not total as much as the profit you would make on one machine sold, and it is possible, by watching the consumer advertising to follow up its impetus and so increase your business. Special displays of seasonable lines, as advertised in the farm press, local advertising pointing out that you handled the lines displayed in the farm papers, shifting from one line to another as the consumer advertising changes, will materially increase your business on these lines.

The average farmer has a keen interest in his farm paper, and the lines which are well advertised in the farm press will generally be found to be good lines to sell and will move faster than lines which are not advertised to the consumer. The manufacturer advertises in the trade paper in order to sell to the retailer but his advertising in the farm paper is for the purpose of interesting the farmer and he is the man the dealer wants to get interested in the machines and farm equipment he stocks.

Amendments to Act Were Discussed

The agricultural committee of the Manitoba legislature brought in a bill which embodied proposed amendments to the Farm Implement Act as in force in Manitoba. These amendments differentiated strongly between new and second-hand implements, giving purchaser option to return any implement should it be discovered that any part of the machine was rebuilt or second-hand, the vendor having sold it as new.

Further suggested amendments dealt with the matter of representation or statements as to what a machine or implement will do, or as regards its capacity, made by any company or its dealers. In the case of the machine or implement not fulfilling the claims made verbally or otherwise, by the agent or vendor, the amendments ask that the purchaser may at his option return the machine and receive back any money paid on account of same, together with interest.

Representatives of the Winnipeg Wholesale Implement Association, met the agricultural committee several times and pointed out the unfairness of some of the proposed amendments. They recommended alterations to the amendments in order to make them less drastic, and finally the amendments went through as altered following the representations of the wholesalers.

Honesty in Business

"If you can give me the name of one liar who has made a success of his business," says a business expert, "I will agree to give you in return, the names of one hundred honest men for every name that you produce."

That statement cannot be confuted. The reputation of any house, retail or wholesale, is established almost entirely from two contacts with the public—the advertising which brings the buyer to the place of business, and the merchandising which he encounters when he arrives. If your advertising is truthful and your merchandising is fair, you have established a good reputation with the buyer and have created a customer who will return again and again regardless of your printed word. If your advertising is untruthful or your merchandising unfair, it will take a tremendous amount of repeat effort with an enormous resulting waste to get that individual back into your institution. In modern business there is no mistake that honesty is the only policy. It means work to get a customer—work and expense—and it is very necessary that, once secured, the customer's confidence in the firm and its goods should be fostered and increased by unvarying square dealing, courtesy and integrity in all transactions.

The Motor Cultivator

There is another factor coming into our scheme of power farming, and that is the development of the motor cultivator. We have maintained that the farmer could not dispense with horses if he went into power farming, because he must have horses to take care of his cultivating jobs. But the injection of the motor cultivator, which is becoming so successful in many areas as a vital part of the farmers' equipment, proves, more and more, the possibilities of the horseless farm.

Carrying a Full Line

At the present time the tractor business looms so large in the horizon in Western Canada that many dealers are apt to forget that greater profits may possibly be made in the old, standard lines. Do not let the tractor obsess you so that you possibly neglect the sale of other goods that show a better, more satisfactory profit. Tractor sales are essential, but not the only line that must receive attention. Why should the dealer lose money by over concentration?

This is just what will happen if you don't keep in close touch with your business, because the sale of farm power equipment is a very interesting game, and your help will lose interest in the sale of other goods if you do not encourage them in the sale of same.

Let us remember that in order to measure up to present day conditions we must get a broader vision of our business; get on a broader basis. To sell power farming equipment requires more capital; let the dealer go to his banker for the necessary help.

OBITUARY

Mrs. Leo. Malony, wife of Leo Malony, assistant manager of the Winnipeg branch of the International Harvester Co., died at her home, 440 Garfield St., Winnipeg, on February 14th. Death was due to pneumonia following the birth of a baby girl. Interment took place at St. Cloud, Minn. The sympathy of the trade will go out to the bereaved husband and his two little daughters.

* * * * *

We regret to report the death, at Wapella, on February 10th, of John Kidd, managing director of the well-known implement and tractor firm of Kidd and Clements. Death occurred after a twelve days' illness of pneumonia following an attack of influenza. The deceased gentleman was 49 years old.

The late Mr. Kidd was born in Bruce County, Ont., coming west with his parents in 1884, and settling in the Fairmede district. In 1901, with his brother-in-law, C. H. Clements, he started an implement business in Wapella, later branching into the hardware, furniture and automobile business. In twenty years the firm built up a business which is said to be one of the most successful in retail trade circles in Saskatchewan. The late Mr. Kidd was prominent in all public affairs and was Mayor of Wapella for five terms. Only on January first the firm sold out the hardware side of the business to devote their whole energies to the implement and tractor business. For 23 years Mr. Kidd had been connected with the Confederation Life Association, and was recently appointed district manager. He was a past master of the local Masonic lodge. Mr. Kidd leaves to mourn their loss a widow, four children, four brothers and five sisters. Of a quiet and unassuming disposition he was a real builder of community betterment in his town and territory, and will be missed by a wide circle of friends.

Personal

Clark and Ross are new dealers at Bienfait.

Plett and Bettger are automobile dealers at Rosthern.

H. L. Crows has opened a harness business at Rimbey.

A. R. Wilson is carrying on a harness store at Carnduff.

Halliday and Morgan are automobile dealers at Pangman.

E. J. Fitchener is a new automobile dealer at Foam Lake.

A. Sowchuk has commenced an automobile business at Sheho.

T. Andrew, harness dealer at Craven, has sold out to N. Bell.

D. Lamont, a dealer at Stockholm, has sold out to A. L. Wall.

J. B. Garland, an automobile dealer at Nokomis, died recently.

McKay Bros. are owners of an implement business at Angusville.

W. H. Dell has discontinued his harness business at Shaunavon.

J. K. Stewart is owner of an automobile business at Nanaimo.

C. W. Brown has commenced an automobile business at Carroll.

Fred. Seip, a dealer at Miami, has sold out to Walter R. Bulmer.

J. L. Alland has commenced an auto business at Ste. Rose du Lac.

R. Walrod is now operating an implement business at Rockyford.

Fred. Fredrickson has opened an implement warehouse at Hazel Dell.

Fedorsky and Mags have started a harness store at Esterhazy.

H. L. Johannes is discontinuing his implement business at Artland.

Ell and Ell are commencing an implement warehouse at Grassy Lake.

Mike Haffner has started in the implement business at Lenora Lake.

Frank H. B. Summer is starting a retail implement business at Duff.

Thebedeau and Taylor are owners of a harness store at Bladworth.

McLachlan Bros. have opened an automobile concern at Macgregor.

F. W. Singleton, auto dealer, Baldur, has sold out to J. P. Stewart.

Harvey and Cook have opened up a new implement store at Nanton.

Wells and Brown have opened a tractor and auto repair shop at Bashaw.

A. F. Ennis, dealer at McCreary, has sold out to Burchly and Son.

Wilfred E. Staples is now in control of an implement store at Treherne.

McKay Bros. have opened an implement and auto business at Angusville.

Hugh Rorison, Moose Jaw, is now handling the John Deere line in that city.

Blair and McLean are owners of an implement warehouse at Indian Head.

The Altona Machine Co. has been sold out to C. D. Friesen, of Plum Coulee.

Winkler Bros., implement dealers at Altona, have sold out to C. D. Friesen.

It is reported that Oscar and Lee have sold out their implement store at Hanley.

Harrison and Craig, automobile dealers at Baldur, have sold out to C. Jefferson.

Hugh Aldridge is the latest addition to implement circles in the town of Airdrie.

F. G. Samkoff has commenced an auto and tractor supply business at Kamsack.

Preston and Chesney are now carrying on an implement business at Madison.

Peter Keegner recently suffered fire loss in his automobile business at Vanguard.

Chapman, Sims and Swanson now control an automobile business at Guernsey.

The United Electric and Engine Co. is a new concern recently formed at Bassano.

Albert E. Steele has sold out his implement business at Antler to Geo. G. Laverton.

Fitch and McKay have formed an implement and automobile business at Nokomis.

A. Morken is the name of a farm equipment dealer who has started at Preeceville.

Backstrom and Johansson have opened an implement business at New Norway.

A report states that R. Cook has discontinued his implement stand at Darlingford.

The Superior Battery Works, Calgary, has been sold to a firm named Best and Parrott.

Fred Almond, automobile dealer at Eriksdale, has sold out his business to W. N. Duff.

It is reported that the Hanna Machine Works, at Hanna, has been sold out to N. Green.

C. A. Partridge, implement and auto dealer at Saltcoats, is said to have sold out in that town.

Antifean and Pichton have bought out the business of Crawford and McKeen, at Arran.

Jackson and Dickerson are proprietors of an implement business located at Kenville.

McIntyre and Bell, harness dealers at Oakville, are reported to have dissolved partnership.

Andrew Muir, harness dealer at Saltcoats, has sold to a firm named McGregor and Ward.

The Commercial Garage, at Swan River, has been sold out to a dealer named C. C. Plummer.

P. B. Barager, auto dealer at Arcola, has sold out to a firm named Kinnard and Archibald.

White and McDonald have commenced operations in an implement business at Boissevain.

Fitch and McKay have commenced an implement and automobile business at Nokomis.

Naismith and Harris have bought out the implement business of J. L. Marr, at Rossburn.

McConnell and Baris have dissolved partnership in the Market Tire Repair Shop, at Edmonton.

J. McEwan, the well-known implement dealer at Togo, was a recent business visitor to Winnipeg.

A report states that D. Thomas, an implement dealer at Unity, has sold out his interests in that town.

H. P. Gaboriau, Denzil, has taken a partner into his implement and garage business in that town.

The Columbian Garage, at New Westminster, has been sold out to a firm named McIntosh and Bryce.

The Pilot Mound Garage and Machine Shop has been sold out to an automobile man named C. B. Cohoe.

Sanders and Bjornson, hardware and implement dealers at Dafoe, have sold out to John Carson.

Gamble and Caskey, implement dealers at Rokeby, have sold out in that town to J. D. McPherson.

R. Tucker the popular implement dealer at Ste. Rose du Lac, paid a visit to the city during the Bonspiel.

V. E. Foster, an implement dealer at Camrose, is reported to have sold out to a dealer named Chapman.

R. S. Van Camp has bought out the implement business at Roblin, formerly carried on by Mr. McLaren.

Bjorn Christiansen has started an implement business in connection with his blacksmith shop at Langruth.

Charles Laycock has sold his implement business at Foxwarren to a firm known as Falloon and Lewarton.

Carlisle and Boyer, auto dealers at Griswold, have dissolved. In future H. E. Carlisle will carry on the business.

Griffiths and Onerheim, blacksmiths at Kenora, have added implement lines to their business at that point.

Fred. Crain has been appointed manager of the Winnipeg branch of the North Star Oil and Refining Company.

Neil Dow, assistant manager of the De Laval Company, Winnipeg, was a recent business visitor to Edmonton.

The automobile concern at Wawota, owned by McLeod and Ferguson, has been sold out to McPherson Bros.

Frank Bridge, of Camrose, has added a hardware stock to his implement and automobile business in that town.

A partnership has been registered in the auto and implement business at Carnahan and McKnight, at Virden.

P. J. Grout, manager of the Twin City Separator Co., Winnipeg, spent a few days in Minneapolis recently.

M. Leitch, hardware and implement dealer at Islay, has sold out at that point to a dealer named John McDonald.

A. J. Angott has opened an implement and tractor business at St. Boswell, in which center he hopes to do a good trade.

W. F. Brandt, of Moore Park, is starting an implement business in that village. We wish him success in his new venture.

There has been a change in the management of the Auto Sales Co., Weyburn, a concern handling implements and automobiles.

Johannsson and Orr, implement dealers and garage owners at Cypress River, have sold out at that point to W. M. O'Neil.

In Moosomin, Patterson and Reid have opened an implement house, while another new venture is the Moosomin Tire Repair Co.

Blair and McLean have commenced an implement business at Indian Head, where they are handling some of the leading lines.

C. Waring and Co., have opened a tractor business in Moose Jaw, from which point they will distribute and sell at retail.

C. J. Brittain, manager of the Winnipeg branch of the Canadian Fairbanks-Morse Co., Ltd., is at present on a vacation in British Columbia.

We are glad to see H. F. Anderson, manager of the Anderson-Roe Co., back at his desk after a rather severe illness. While not quite fit yet, Mr. Anderson is improving rapidly.

Wilson, McIntyre and Co., implement men and garage owners at Dubuc, have sold out in that town to a firm named Wright and Treece.

The McPherson, Harris Co., at Wadena, tractor and automobile dealers, have increased their capital stock from $20,000 to $250,000.

W. R. Smith has started a farm machinery warehouse at Lucky Lake. With such a location he should do well—if names mean anything.

Edwards and King are starting a branch business at Moose Jaw. They have their central store at Odessa. Another branch is at Eyebrow.

T. Roney, manager of the Winnipeg branch, Minneapolis Steel and Machinery Co., was off duty with the "flu" for a week during February.

C. J. Garner and S. D. Boylan, implement and automobile dealers, at Weyburn, have dissolved partnership in their business in that town.

Butts and Craig, auto dealers at Kinistino, have dissolved partnership. In future E. M. Butts will have sole control of the business.

E. J. Gifford, manager of the Tudhope Anderson Co., Ltd., Winnipeg, will pay a visit to the western branches of the company early this month.

J. W. Ackland, president and general manager of D. Ackland and Son, Ltd., has gone for a vacation to Victoria, B.C., and other coast cities.

F. N. McDonald, manager of McDonald and McKinnon, Briscoe distributors, at Winnipeg, is back to his desk after a severe bout with influenza.

Edwards and King, implement dealers in Regina, have sold out their implement and hardware business at 1725 Halifax St., in that city, to Harle Bros.

W. W. Setter, hardware, implement and automobile dealer at Kamsask, has formed a company to handle the business under the name of Setters, Limited.

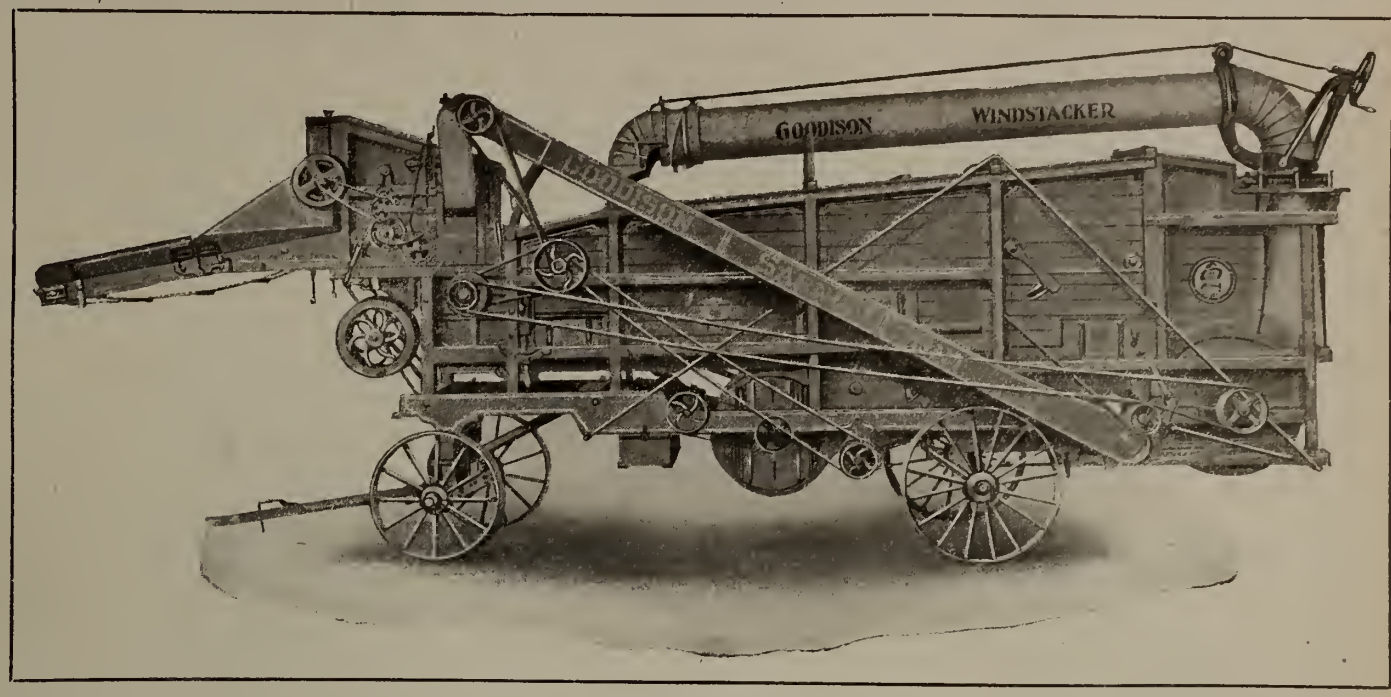
J. W. McCrea, implement dealer at Carberry, has taken his son as a partner in the business. During Bonspiel Mr. McCrea, Jr., paid a visit to the jobbing houses in Winnipeg.

R. Wilkinson, Advance-Rumely dealer, Blackie, and Mr. Galloway of the Marshall Hardware Co., at Brooks, paid us a visit while en route south to take part in the Dealer School, at La Porte, being held by the Advance-Rumely Co. Mr. Galloway died from influenza during his brief stay at La Porte.

Another Unit Added to the John Deere Full Line of Leaders

The Goodison Thresher

A real money-maker wherever used

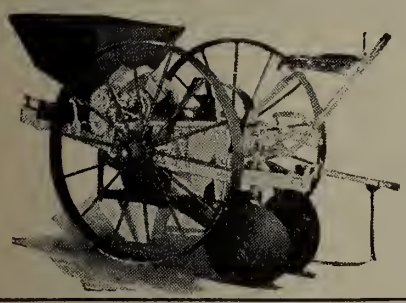


Made by one of the oldest established houses of Canada, The John Goodison Thresher Co. Ltd., of Sarnia, Ontario. Stocked in 2 sizes: 22-38 and 24-42. A standard machine, not so-called junior or cut-down. Equipped with self-feeder, 14-foot Hart register and Goodison windstacker. Farmers who have run a Goodison for one to four years state they are unexcelled for saving grain —for working fast—for delivering grain clean—for running light—and for freedom from trouble. They give unequalled satisfaction.

Write to us at once for the Goodison folder, "Features and Feathers." It contains complete information. Get your orders in now.

The John Deere Line Offers a Complete Combination for Plowing and Threshing

John Deere Tractor Plow	Waterloo Boy Kerosene Tractor	Goodison Thresher
More Practical	*More Economical*	*More Satisfactory*



USE A HAMMER TO DRIVE HOME YOUR QUALITY ARGUMENTS

Almost all successful farmers know from experience that it is profitable for them to purchase only the highest grade Farm Implements, and, as a rule, if you can convince them that you handle only the highest grade implements on the market, they will not haggle about the price.

Occasionally a farmer who does not appreciate the difference between high grade and low grade implements will ask you why catalog houses and implement dealers, who handle inferior goods, can offer implements for sale at prices which are a great deal lower than you are asking for John Deere Standard Implements.

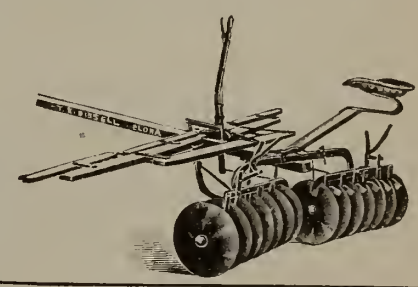
In answer to this question you can truthfully say—"The reasons are exactly the same as those which make it possible for me to offer you for 75 cents a hammer, which is just as large, just as heavy, and which looks as good on the shelf or in a photograph as a high quality hammer which I cannot afford to sell you for less than $2.25.

If you should try to persuade a carpenter to buy an inferior hammer, he would simply laugh at you because it would not last him any length of time in his work.

ISN'T IT JUST AS NECESSARY FOR A FARMER TO HAVE A GOOD IMPLEMENT AS IT IS FOR A CARPENTER TO HAVE A GOOD HAMMER ?

There is just as much difference in the quality of plows as there is in hammers, and while the difference between the prices of the low grade hammer and the hammer which you could sell with safety to a carpenter is about 300 per cent, the difference between the prices of John Deere Implements, which are the standard of the world, and the prices of low grade implements offered by catalog houses and dealers who are indifferent to the welfare of their customers, is only about 10 to 15 per cent.

We believe that the above illustration will help you to convince your customers that it will be more profitable to them in the end if they will always stick to standard lines of implements, and you know from your past experience that it is always more profitable for you to sell standard goods because by doing so you make both a satisfied and permanent customer.



A PROFITABLE SELLER

THE HOOVER POTATO PLANTER

The design and construction of the Hoover accounts for its accuracy and durability. Every operation visible to the driver so that he sees that every part is working properly. Automatic seed control. Simple spacing arrangement. One lever to control both furrow opener and disc coverers. Write for folder to-day.

BISSELL DISC HARROWS

The Farmers' Favorite

Bissell Inthrow Harrows prepare a perfect seedbed. Special shaped Disk Plates cut deep and evenly — and stay in the ground without binding or humping in the middle. They leave no uncultivated spots. A correctly balanced machine—and a good seller. If you haven't our folders and catalogue — send for them now.

THE JOHN DEERE PLOW COMPANY, LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON LETHBRIDGE

C. Wostradowski, of Killaly, has sold out his implement business in that town to a dealer named John Arnebruster. The first named will continue his blacksmith shop.

Mr. Leif, of Norton and Leif, Calgary, recently returned from a visit to the factory of the Electric Wheel Co., at Quincy, Ill. His firm handles the All-Work tractor in Alberta territory.

On February 23rd we happened to meet J. P. Minhinnick, assistant manager of the Cockshutt Plow Co., Winnipeg. He was wearing a large and comprehensive smile. It's a daughter.

W. F. Webster, formerly with the La Crosse Tractor Co., La Crosse, Wis., has been appointed by the Renfrew Machinery Co., Renfrew, Ont., to take charge of their tractor sales in western Ontario.

C. L. McMullan, sales manager of the Fuller and Johnson Mfg. Co., Madison, Wis., was in Winnipeg recently where he visited the J. H. Ashdown Co., who are distributors for F. and J. products.

A. W. Beveridge, implement dealer at Mossbank, was a visitor to Winnipeg during the Bonspiel. He reports business good and intends to install an acetylene lighting system in his shop at that point.

C. F. Chase, general agent for the Renfrew Machinery Co., Ltd., in the United States, attended the recent convention of the organization at Renfrew, Ont. There was an attendance of 240 representatives.

A. D. Brown, late of the Regina branch of the Tudhope-Anderson Co., and G. E. Brown, formerly a blockman for the same firm, have started a farm implement business at Davidson, under the sign of Brown Bros.

J. S. Keating of the Saskatoon branch of the Canadian Fairbanks, Morse Co., was in Minneapolis recently, arranging for his spring tractor school. The J. I. Case Plow Works Co. is co-operating in this work.

W. N. Robinson, manager of Robinson, Alamo, Ltd., Winnipeg, has just returned from a business trip to Toronto, Montreal, New York, Chicago. He anticipates a good spring trade in milking machines.

J. Leboldus, of Leboldus and Huck, dealers at Vibank, was a visitor to Winnipeg, where he attended the convention of Ford agents. Mr. Leboldus reports a good year considering crop conditions in his territory.

H. R. Herschel, Jr., secretary of the R. Herschel Mfg. Co., Peoria, Ill., reports that every effort is being made to care for business under the present adverse conditions arising from scarcity of raw material.

Frank M. White, assistant general sales manager of the Emerson-Brantingham Implement Co., Rockford, Ill., accompanied by H. E. Grebe, manager of the E-B branch at Regina, paid a visit to Winnipeg early in the month.

Edgar A. Bancroft has resigned as general counsel of the International Harvester Co., the resignation to take effect April 1. He will be succeeded by Judge William D. McHugh, of Omaha. Mr. Bancroft has been with the company for thirteen years.

We had a visit recently from Adolf Carlson, of the firm of Nickels and Todsen, New York, who are importers and distributors in North America for the "Upsala" and "Tor" cream separators. Mr. Carlson hopes to close a jobbing connection for their machines in Winnipeg.

The Universal Milking Machine Co., Columbus, O., announces the appointment of E. B. Shurts, Syracuse, N.Y., as sales manager. Mr. Shurts was formerly branch manager for the Associated Manufacturers Co., and is said to be one of the most competent men in the sales field.

C. M. Eason has resigned his position of chairman of the tractor bearings division of the Hyatt Roller Bearing Co., Chicago, to take charge of a new project just organized at Moline, Ill. He is succeeded by H. O. K. Meister, who has been sales manager of the Hyatt Co. for a number of years.

In a recent issue it was erroneously stated that Walter M. Rennick had taken over the implement business of C. S. Jones at Roland. The firm report that Mr. Rennick has simply taken over the automobile end of the business, while Mr. Jones will continue the implement store as heretofore.

George Matheson, the popular implement dealer at Craik, paid us a visit recently while on his way home after a trip to the eastern provinces. He was accompanied by Mrs. Matheson. George looks forward to good business this spring. He is a veteran in the tractor game, as he has been selling the iron horses since 1909.

Increasing Capital Stock

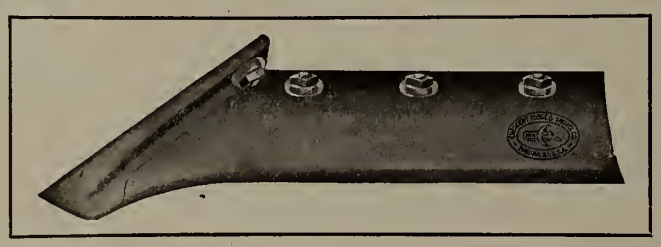
The capital stock of the Avery Co., Peoria, Ill., is to be increased from $3,500,000 to $15,000,000, according to announcement made. The object of the increase is to finance large plant additions and expansion of the business.

Fairbanks, Morse and Co., Chicago, have changed their capital stock from 25,000 shares of $100 par value to 325,000 shares of no par value. The object of the change is to afford employees an opportunity to buy stock and to offer a portion to the public.

U. S. Motor Production

Total motor vehicle production in 1919, in the U.S., including passenger and commercial, reached 1,891,929, representing a wholesale valuation of $1,807,594,580, establishing a record in the automobile industry. Combined with the wholesale value of bodies and accessories, last year's wholesale valuation places the U. S. automobile industry on approximately a $2,000,000,000 basis.

SPRING NEEDS



"CRESCENT" PLOW SHARES

SANDOVAL COULTERS HARROW DISCS

BOSS WOOD HARROWS

WESTWO EVENERS AND HITCHES

WE CAN SUPPLY

Write us for Catalogues, Prices, Etc. We help you advertise

D. ACKLAND & SON, LIMITED

WINNIPEG CALGARY

Send your repair problems.

Changes in I. H. C. Organization

C. W. Lockard, formerly assistant manager at Lethbridge, has been transferred in a similar capacity to Edmonton.

R. A. Bridgman, formerly assistant manager at Saskatoon, has been transferred in a similar capacity to Regina, succeeding H. E. Millar, who assumes other duties.

A. W. Pierson, formerly blockman at Edmonton, has been appointed assistant to manager at Saskatoon.

W. F. Lehman, formerly blockman at Estevan, has been appointed assistant to manager at Yorkton.

W. G. McMaken, formerly blockman at Lethbridge, has been appointed assistant to manager at Calgary, succeeding A. N. Robertson, who assumes other duties.

Lightning Protection Pays

Lightning rods and the lightning rod man have been for years something of a joke, but some recent statistics seem to indicate conclusively that lightning rods, properly installed, are a great protection.

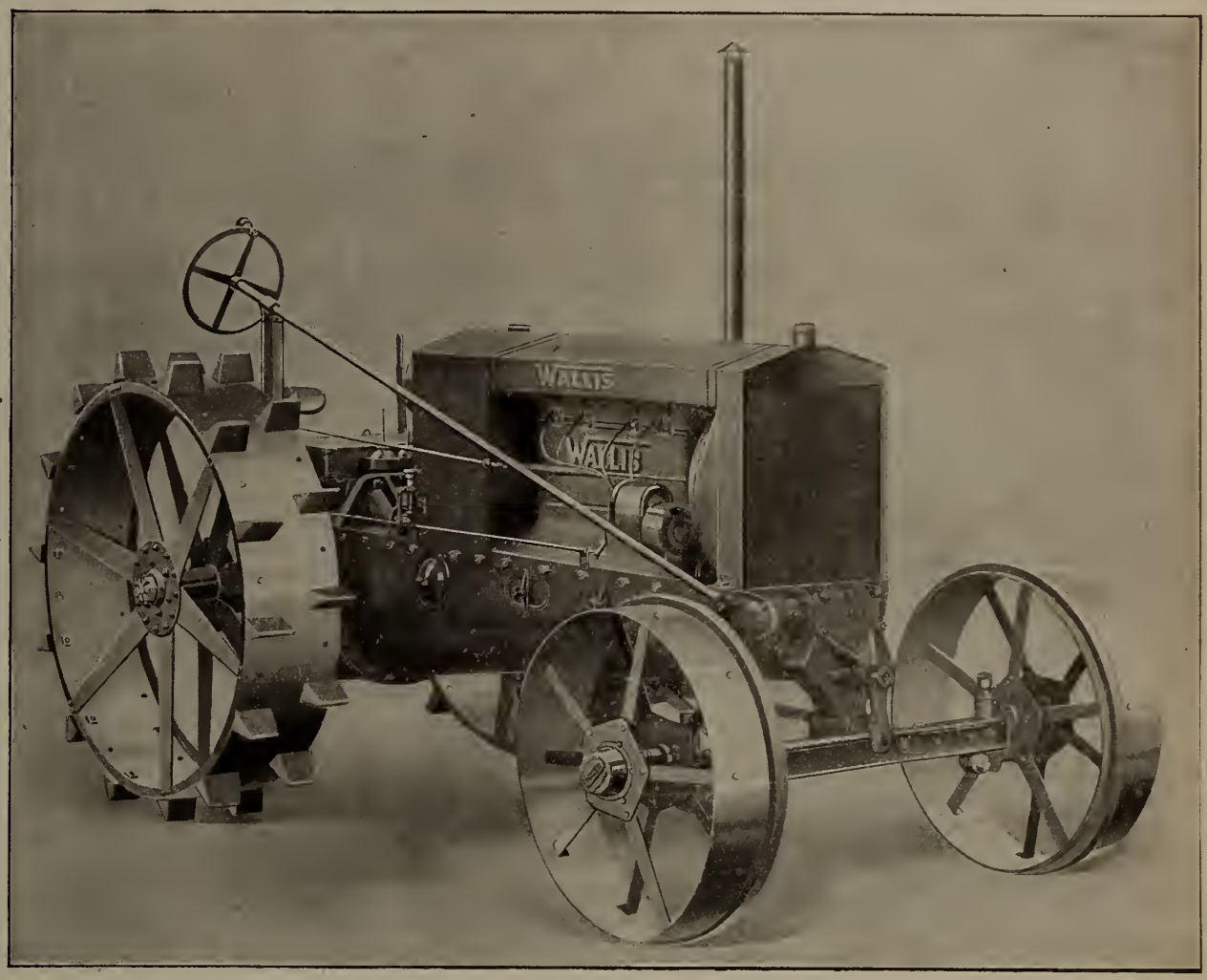
The Farmers' Mutual Lightning Protection Co., of Michigan, insured only buildings properly rodded and inspected. For four years in a business which totalled $56,000,000, this company only paid $3,200 for damage done to buildings by lightning on three claims, all traceable to minor defects in rodding.

Moline Plow Co. Handles Grain Cleaners

The Moline Plow Company, of Moline, Ill., have acquired the exclusive selling right for both the United States and Canada, of the line of Duplex dustless grain cleaners. These machines are manufactured by the Vaughan Mfg. Co., of Minneapolis, Minn. In them, after the grain has passed over or through all the sieves, and has been graded, it is then further graded by weight by the patented gravity grader device, which consists of a smooth, hard surfaced, cotton duck apron, revolving upwards at an adjustable inclination and upon whose entire surface the air blast acts. The lighter materials are held onto the apron by the compelling force of the air blast and are carried over at the proper angle; the heavier materials roll downward for seed. By raising or lowering the canvas shoe and adjusting the air blast thereon, the operator is enabled to grade by weight

WALLIS

America's Foremost Tractor



A Real Tractor Backs You Up

WALLIS Tractors are sponsored by a company with a reputation and standing that has been many years in the building — an institution which permits no deviation from the high quality of its products. In Wallis you sell a tractor with a factory and sales organization behind it capable of meeting your demands this year, next year, and for years to come.

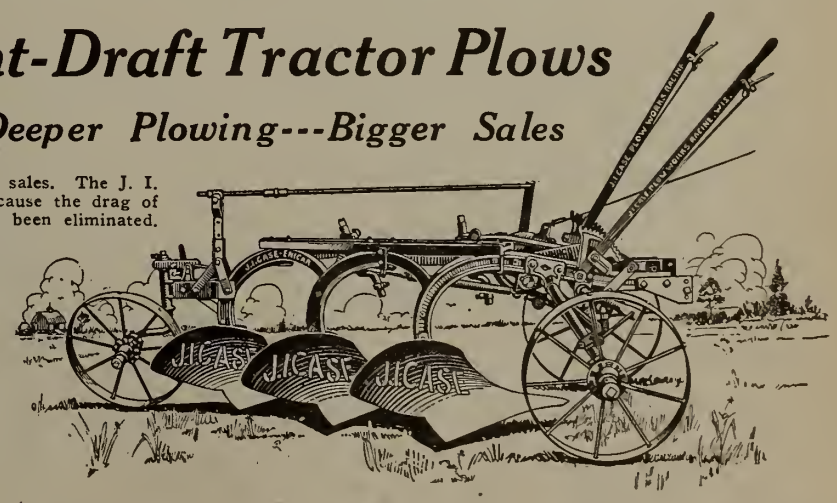
The Wallis is a proven tractor. It has the farmers' confidence from the start. And after he has chosen Wallis, it retains his confidence and support because its performance confirms the wisdom of his choice.

The prospect appreciates the highly developed Wallis valve-in-head motor, and the patented "U" frame, the lightest, yet sturdiest, foundation ever built into a tractor. Beyond this, you show him the cut-and-hardened steel gears, running in dust-proof case in a constant bath of clean oil; the removable cylinder sleeves, the machine finished combustion chamber, etc. Your customers want the Wallis because it is cheapest in final cost analysis—costing less per acre plowed, less per year of service. Its leadership has never been challenged. If you feel you are equipped to handle the Wallis, we invite your enquiry. But—don't delay in writing.

J. I. Case Light-Draft Tractor Plows

More Acreage---Deeper Plowing---Bigger Sales

Light draft in a tractor plow means heavy sales. The J. I. Case is the world's lightest draft plow because the drag of furrow bottom and landside pressure have been eliminated. The weight of frame is carried on J. I. Case dust-proof, easily lubricated wheels. Turns more acres, and plows deeper, with less fuel, labor and repair expense. Get particulars on these durable and efficient plows.



The Wallis—Case Plow Contract Makes Money for The Dealer.

The Canadian Fairbanks-Morse Co., Ltd.

SASKATOON : : : WINNIPEG : : : CALGARY

Wallis Distributors for Western Canada

Planted with an O.K. Canadian Planter No. 22, in Middlesex County, Ont.

The Selling Power of

OK CANADIAN POTATO MACHINERY

Should appeal to all implement dealers and agents because it is built up on the solid foundation of satisfaction and efficiency.

O.K. CANADIAN Potato Planters have solved one of the biggest problems of potato farming. They have given and are giving profitable results wherever used, and hundreds of letters from owners testify to their efficiency and labor-saving qualities. They withstand the most unfavorable conditions and meet every requirement of potato planting. They will give years of service with very little repair.

O.K. Canadian Potato Machinery is being advertised from coast to coast, and dealers should seize this opportunity to take advantage of the demand thus created.

O.K. Canadian Planter, No. 75, in operation

Write to-day for selling proposition and literature to our Western Distributors—ANDERSON-ROE CO. LTD., Winnipeg, Man.,
who have a good stock of machines on hand

Canadian Potato Machinery Company, Ltd., Galt, Ont.

Makers of the O.K. Canadian Planters, Diggers, Sprayers, two row and four row

A Model Power Farm

At the recent Minneapolis Tractor Show and the Kansas City National Tractor Show, a most interesting feature was the Avery model farm, equipped with the latest power farming machinery.

This little exhibit measures 4 x 8 ft., and is built entirely in proportion to the little toy tractors. There is a model little farm house with a capacious little barn to fit. Alongside of the barn is a twin silo. In the shade of the silos is a modern and up-to-date chicken coop.

In a wheat field a toy tractor was belted to a minature "Yellow Fellow" separator, beside which was an Avery tank wagon. You also see in the end of the field the shocks of unthreshed grain which will soon be fed into the hungry maw of the miniature spreader, through which it will pass and be separated into the grain and straw and then you see the straw pile as it has been built up by the windstacker.

In the other half of the wheat field is another tractor pulling a a disc harrow, discing under the wheat stubble preparatory to fall plowing.

Alongside of the wheat field are two fields of corn. The further one, over which towers a windmill, is already in bloom and some of it has been cut for ensilage ready to be fed into the Avery silo filler. The corn in the other field is not yet in tassel and an Avery motor cultivator is to be seen diligently cultivating it.

From War to Peace

The great Woolwich Arsenal, near London, Eng., has turned from the manufacture of war material to the peaceful pursuits of trade. Ten thousand butter churns have been manufactured in the great buildings which, during the war, sent out vast quantities of munitions for use against the Germans.

A Flax Binder

A flax binding machine has been developed by Harrison, Mcgregor and Co., of Leigh, Lancaster, England. This machine was made for the British Board of Agriculture for their flax factories, and is used for tying up the flax after the seed has been extracted. The machine is stationary, being provided with knotters, so that straw of varying length can be handled. It is hand fed, and three sizes of bundles can be made.

EMERSON-BRANTINGHAM

Walking Plows
High Lift Sulkies
High Lift Gangs
Triple Gangs
Tractor Plows
Disc Plows
Disc Harrows
Manure Spreaders
Grain Drills
Harrow Carts
Stationary Engines
Osborne Mowers
Osborne Rakes
Osborne Binders

Quality Construction
Established Reputation

The Keystone of the Dealer's Trade is the reputation of the machines he sells. You can sell a poor machine once, but to ensure permanent, satisfactory business you cannot afford to handle anything but the best lines.

Build your business upon a sure foundation. The lines handled by Anderson-Roe Company have behind them an unequalled record for Efficiency and Dependability. Farmers know them. Make your store local headquarters for the lines we distribute and you will find the trade deviates to your door, for farmers want machine value and reliability, irrespective of price. Known goods, proven goods, are easier sold. Satisfactory performance in the field builds and maintains the confidence of the customer, adds to your prestige and brings repeat orders.

Tudhope Vehicles

Munro, McIntosh Vehicles

"O.K. Canadian" Potato Machinery

Woodstock Wagons

"Upsala" and "Tor" Cream Separators

Heney Harness

Fast Sellers for Every Season

And our service is second to none. Full stocks of machines and repairs at our centrally located branches. Sell Anderson-Roe lines and you get compliments, not complaints. Anderson-Roe headquarters are at 164 Princess St., Winnipeg, with branch houses at Regina, Saskatoon and Calgary. Our proposition is of interest to good dealers everywhere.

Twin City Tractors Master Competition

So do Twin City Dealers

Twin City 12-20 Tractors won six out of the eight (1919) plowing competitions in which they were entered. They won over the best known tractors in the field.

In the other two competitions Twin City Tractors were among the first three.

This record of performance is only what Twin City dealers have learned to expect. For they know how far this tractor leads the field on the farm as well as in the competition.

Twin City dealers have the edge on competition with a proven product, a full line—**built to do the work, not to meet a price**—backed by a most liberal contract and a service policy as superior as the tractor itself.

Write today for a full report of the TWIN CITY 12-20 in competitive tests, and for details of our unusually attractive proposition covering the complete TWIN CITY Tractor-Thresher Line, with Power-Farming Tillage Tools.

MINNEAPOLIS STEEL & MACHINERY COMPANY OF CANADA, LIMITED

Head Office - - - 923 Logan Avenue West, Winnipeg, Man.

Branches - - - - - Regina, Sask., Calgary, Alta.

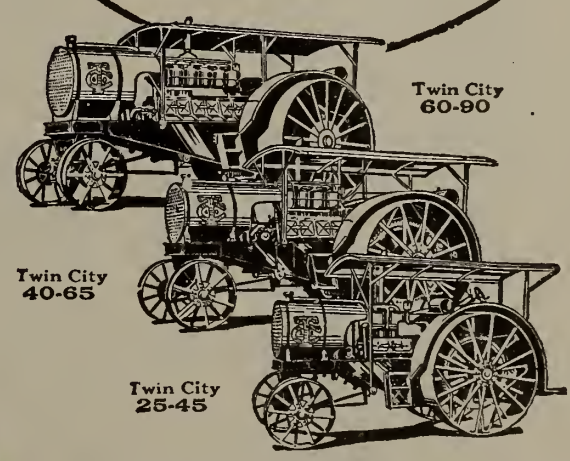
Factories, Minneapolis, U.S.A. - Export Office, 154 Nassau Street, New York City

Twin City 12-20 Wins 6 Out of 8 Competitive Tests

Competition	Tractors Competing	Judges' Decision
Fairbury, Ill.	6	Twin City *First*
Sullivan, Ill., July 31 .	10	Twin City *First*
Weeping Water, Neb., Aug. 13	10	Twin City *First*
Freeport, Ill., Aug. 29 .	13	Twin City *Third*
Elmwood, Neb.	6	Twin City *First*
Charles City, Iowa, Sept. 4	8	Twin City *Third*
Grinnell, Iowa	8	Twin City *First*
Malvern, Iowa	11	Twin City *First*

Average fuel cost of TWIN CITY . . . . 37.7 cents per acre

Average fuel cost of all competitors . . . 56.34 cents per acre



TWIN CITY

12-20 Kerosene Tractor with 16-valve engine

Handling Implement Specialties

The Western Implement & Supply Co., Regina, has been reorganized, under the name of Western Implements, Limited. Manager Cunningham states that in future the company will cater exclusively to the retail implement and blacksmith trades. They will shortly erect a new warehouse in Osler Street, Regina, to take care of their expanding business. Among the many lines being handled by the company is a very handy pickler that can be hung on the side of any wall or on the edge of a grain bin or wagon box. Selling at a very reasonable cost, this pickler has a 5-gallon solution tank and a cleaning capacity of 100 bushels per hour.

New Power-Driven Snow Plow

Traffic and transportation in northern Illinois are often seriously impeded by the heavy snows of winter. The Emerson-Brantingham Implement Company, of Rockford, constructed a novel snow plow for its own use around its general offices and Rockford factories. The plow itself is regular in design and simple in construction but the source of its power is new. A stock E-B motor cultivator pushes the plow and excellent results have been obtained. The photograph shows a path being broken in twelve inches of fresh snow. The plow is made with two twelve-inch boards on each side and is about fifteen feet long. The sides are well braced to each other near the front and also at the rear with cross braces and stays to give additional support. A steel nose at the front breaks the snow and can be raised or lowered to the desired height by a simple lever.

E-B Tractor Acts as Motor Snow Plow

We regret to report the death of W. C. Galloway, of the Marshall H'we. Co., Brooks, Alta.

Hart-Parr Adopts Profit Sharing Scheme

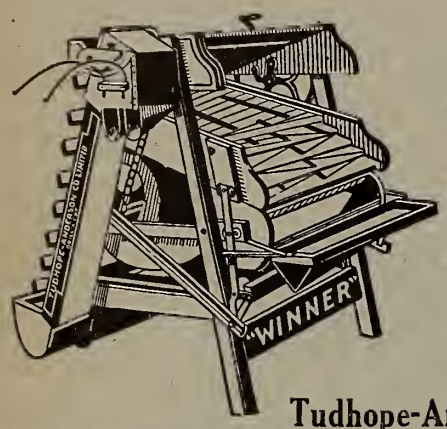
The Hart-Parr Co., Charles City, Iowa, has adopted a new profit-sharing scheme applicable to men in a supervisional capacity, drawing weekly salaries, and who have been in the employment of the company for over two years.

Ten per cent of the net turnover is set aside for the stockholders' surplus to be utilized in paying back and current preferred stock dividends, back and current sinking fund requirements and additions to the surplus required under the charter of the company. Of the remaining sum 25 per cent will be divided among those in supervisional positions and on weekly rate on the basis of their annual salaries. In the case of employees who have been with the company for from five to ten years, their participation will be one and a half times as great as an employee who has been with the company for a lesser period.

Assistant Sales Manager

The Swedish Separator Co., Chicago, announces the appointment of A. R. Johnson as assistant sales manager. Mr. Johnson was formerly assistant sales manager of the Hyatt Roller Bearing Co., tractor bearing division.

Tudhope-Anderson WINNER Fanning Mill



Built in three sizes:
No. 1 Winner—24 inch
No. 2 Winner—32 inch
No. 3 Winner—40 inch
Supplied with or without Bagger

The AIR BLAST on the "Winner" is the latest and most improved on the market. It is simple in construction, yet certain in results. Absolutely no grain can go over with the tailings. The "T-A" has a large-sized drum, in the rear end of which is an adjustable tilting board, to allow more or less blast by simply raising or lowering it. Figure out the saving you make on this. And remember, no matter what kind of grain you wish to clean and separate, whether for seed or market, we have screens that will do your work exactly as it should be done. Nothing but the very highest grade of materials goes into our sieves and screens, and you are always sure of getting full value for your money.

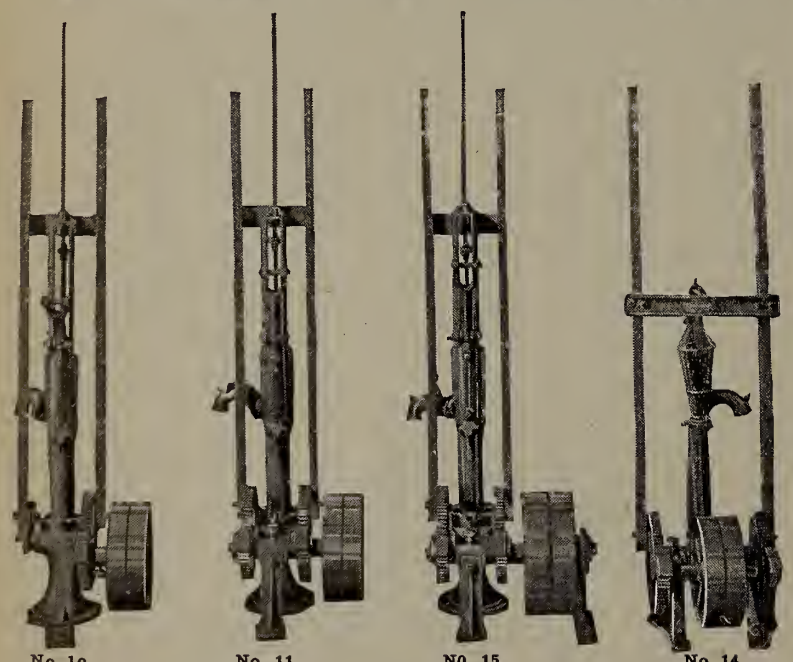
For descriptive circulars write to

Tudhope-Anderson Co. Ltd., Winnipeg

Regina and Saskatoon, Sask. Calgary and Edmonton, Alta.

Stocks carried at above-mentioned Warehouses

PUMPING JACKS



No. 1o No. 11 N0. 15 No. 14

No such Complete Line of Pumping Jacks has ever been offered to the Trade before. Every Dealer and Hardware Store selling Engines have calls for Pump Jacks. We have a SUITABLE JACK FOR ANY DEPTH OF WELL.

No. 10 is Single Geared. Weight 80 lbs. Suitable for wells 100 ft. deep.

No. 11 Double Geared. Weight 100 lbs. Heavy enough for wells 200 ft. deep.

No. 14 Independent Double Geared Jack. Weight 120 lbs. Suitable for wells 200 ft. deep. This Jack is especially made for operating Wood Pumps, Double-Acting Pumps, or Underground Pumps. It sets on the pump platform independent of the Pump.

No. 15 Double Geared, Extra Heavy Throughout. Weight 125 lbs. Suitable for wells 250 ft. deep.

No. 16 Double Back-geared. Weight 140 lbs. (Not illustrated above). Especially made for very deep Wells up to 400 ft.

A card will bring full particulars. We have many other lines of Goods you should know about

MANITOBA ENGINES LIMITED

BRANDON :: MANITOBA

ARE YOU ASLEEP? OR WIDE AWAKE?

If the former, don't read this; if alive and ready to make money, read this carefully.

"NO-KNOCKS" CARBON DESTROYER and Gas Saver

UNCONDITIONALLY GUARANTEED

—To save 25 to 40 per cent gasoline, eliminates carbon, makes every car run smoother, and gives more "pep."

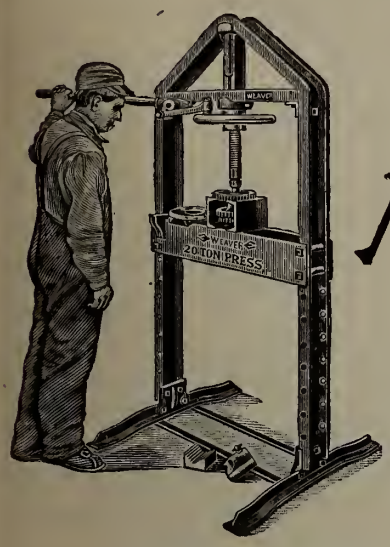
Dealers should get after this line at once. There are plenty of towns with surrounding territory still open. "No-Knocks" Carbon Remover is made in Canada. You do not have to pay exchange on this article, which is of great merit.

J. D. ADSHEAD COMPANY

711 Confederation Life Bldg. : : : : Winnipeg, Man.

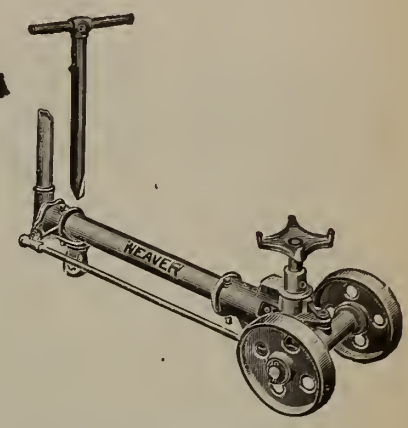
Your Garage Needs This Equipment

—It means bigger and better business efficiently and economically handled



Northern Electric

Profit-producing Necessities



Again lead in the campaign for reduced overhead, greater profits and Bigger and Better Plants, by including the Weaver Line of Garage Equipment.

New-Way Jacks
Puller Clamps
20-Ton Presses
Auto Twin-Jacks
Extra Heavy Auto Twin-Jacks
Auto Ambulances
Towing Poles
Valveless Bucket Pumps
Universal Tire Changers
Tire Spreaders
Auto Hoists
Body Extensions

20-Ton Press

FOR GARAGE AND MACHINE SHOP . .

THERE is scarcely an hour of the day in any machine shop or auto repair shop when this Press could not be used to advantage.

Enormous Leverage

The design of the leverage mechanism supplies a leverage of 3,000 to 1, which enables a pressure of 20 tons to be secured with very little effort.

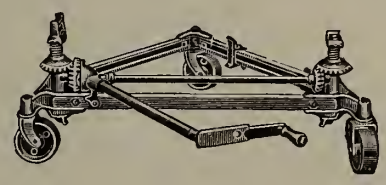
Great Capacity

The bolster which carries the plate can be set at any desired height and will permit work of enormous size to be placed in the press when set at the bottom of the frame.

The width between frame uprights is 32 inches.

Construction

The frame is of ONE PIECE of heavy 5-inch channel steel; hand wheel is 15 inches in diameter, carried upon ball bearings. The screw is 2 inches in diameter and has a range of movement of 9 inches. The screw does not revolve. Floor space, 36 by 36 inches; height 74 inches. Shipping weight, 440 lbs.



Valveless Bucket Pump

FOR ENGINE OILS . .
AND LIGHT GREASES

Permits lubricants to be handled in "three ways."

FIRST—The lubricant can be forced out of the Bucket and into the desired receptacle.

SECOND—Grease or oils can be sucked out of the differential, transmission housing, etc.

THIRD—The barrel or chamber of the Bucket may be sucked full of foreign lubricant and discharged again through the hose into a third receptacle without disturbing the contents of the Bucket.

New-Way Jack

A ONE MAN JACK FOR . . . HANDLING PLEASURE CARS OR TRUCKS—Capacity 5,000 Pounds

For quick action in lifting and shifting cars or trucks about in the Garage, Show Room, Service Station, Tire Shop, etc., there is need of a strong compact, easily operated, quick action lifting and transporting Jack.

Auto Twin-Jacks

TURN TABLE—TRANSPORTING TRUCK—LIFTING JACKS—TIRE RESTS (Small Car Size) . . . .

Provide the only efficient and practical means of handling complete, or dismantled Automobiles in the Garage—Repair Shop—Storage Room—Paint Shop, Etc. With them ONE MAN can readily manipulate a car in any desired manner.

Write our nearest House for prices and full particulars. It will pay you . . .

Northern Electric Company

LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

The Binder Twine Market

In the binder twine market, which saw an advance of more than 300 per cent, the situation has changed, and we may expect cheaper twine in future. Binder twine has shown greater advances in prices than any other material bought and used by the farmers. It has advanced since 1915 from 7⅜ cents per pound to 23½ cents per pound. The Mexican government raised the price to American fibre dealers during this period from 4½ to 19 cents. Sisal fibre will be bought in Mexico in the future at a reduced price now that the sisal monopoly in Mexico has been broken and paper twine has been invented in the United States. It is stated that this new American invention—paper twine—is a great success. A contemporary describes it as follows:

Paper binder twine is made of a fibre core wrapped in a strong, durable oiled paper. The whole thread or cord is about the size of ordinary binder twine. It is 20 pounds stronger than binder twine made from Mexican sisal fibre. It is practically everlasting under any ordinary conditions of weather or dampness, as the oiled paper protects the fibre core. Locusts and other insects will not destroy it as they do Sisal twine, and it ties in a firmer knot than its competitor. But all these advantages, great as they are, are eclipsed by the fact that it is commercially cheaper to produce.

Cordage Trade Journal states that reports from Yucatan show a moderate demand, but that the amount of fibre available is low. Advices from Yucatan report the recent sale of 50,000 bales of sisal to the International Harvester Co., at a price of 7½ cents a pound, Gulf ports. Prices quoted vary from 8 to 8½ cents New York. A most interesting report is given in Farm Implement News regarding how M. J. Smith, of Hanson & Orth, fibre dealers, New York, visited Washington to point out to the Senate how order in Mexico was essential if the future supply of binder twine was to be assured.

"It was asserted," says Farm Implement News, that during the years 1916 to 1919, inclusive, American farmers have been obliged to pay for their binder twine a grand total of $112,500,000 in excess of what they would have paid had it not been for the "monopolistic actions of the Reguladora," this amount being apportioned as an excess of $7,125,000 in 1916; $33,375,000 excess in 1917; $42,000,000 excess in 1918, and $30,000,000 excess in 1919."

Mr. Smith declared that the henequen planters in Yucatan are on the verge of bankruptcy and are not in a position to continue the development of their plantations. As showing how shortage in sisal production in Yucatan might embarrass American binder twine manufacturers, he called attention, says our contemporary, to the fact that whereas in 1914, the last year prior to the Alvarado regime, the Yucatan production of henequen was 1,026,000 bales, it has declined in 1918 to 805,000 bales, and in 1919 to less than 700,000 bales.

Eagle Tractors were Shown

Tractors and silo fillers were the principal features in the National Tractor Show exhibit of the Eagle Mfg. Co., Appleton, Wis. The tractor exhibits included two models, neither of which had ever been shown before at the national show, the model F 12-22 tractor and the model F 16-30. Another part of the exhibit was an Eagle No. 16 silo filler, which was connected to one of the tractors and operated at low speed.

Cletrac
TANK-TYPE TRACTOR

Added Power — No Increase in Weight
Wider Tracks - Lighter Tread-Stronger Ground Grip

More kinds of Work
More days in the year

Line Up for Progress

CATCH on to the Cletrac idea. A Cletrac means *more kinds of work more days in the year* and lower costs on every job.

Engineers and army experts long ago saw the advantage of the endless track as a device for turning motor power into draw-bar pull. The popularity of the Cletrac is not an accident. The public waited only to see the same principle built into a serviceable small tractor and the Cletrac proved to be that tractor. Farmers everywhere put their O.K. on the small *tank type* and now the Cletrac is the fashion.

The Cletrac used alone or in "fleets" is the right size and type for almost any farm—the one tractor adapted to all conditions. It has proved its ability to stand up to its work—and now that the public has realized its worth it is out in front to stay.

The Cletrac now has more power yet no added weight or increased friction to use up the power. Its track is one-third wider which gives it a lighter tread and a stronger grip on the ground. Read up on Cletrac literature and you will find dozens of other points that will help you to Cletrac sales—that will convince you that the Cletrac is the profitable way, both for yourself and your tractor customers.

You are lining up with progress and prosperity when you push Cletrac sales. You can't go wrong on it.

The Cleveland Tractor Company of Canada Limited

HEAD OFFICE
WINDSOR ONTARIO

WESTERN SALES BRANCH
REGINA, SASK.

The Functions of the Dealer

In the past there have been many complaints against the retail dealer in every line, and many plans have been proposed as a means whereby a better method of distribution be effected in order to reduce the high cost of living.

It still remains true, however, that in every period of economic unrest since demand and supply gave birth to trade, attempts have been made to discontinue the services of the retail dealer. However, in spite of these age-long attacks the retail dealer is more firmly fixed than ever in the economic system.

He is still the main factor in getting demand and supply together, educating and developing them both.

He has the advantage of location, the advantage of personal contact, the advantage of the very necessity of building his business on community good will. So long as he takes advantage of his superior opportunities and offers high-grade merchandise, with superior service, at prices equal to those offered by other means of distribution, he will need no other justification.

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Mammoth Shipment of Power Farming Machinery

On February 12th there left Peoria, Ill., what is stated to be the largest shipment of power farming machinery ever made. This comprised tractors and threshers from the factories of the Avery Company, consigned for the Avery Company's branch at Kansas City, Missouri.

Three Solid Trainloads of Avery Machinery in Kansas City Yards

At first, says the Avery Co., it was thought that three train loads of machinery could be shipped—orders had been received for five—but due to the fact that so many machines could not be turned out on such short notice, only two train loads were available when the shipment left. This shipment consisted, when it left Peoria, of 86 cars, 43 on each train. The entire shipment had been ordered by Avery dealers in Kansas, Oklahoma and Missouri, and 70 per cent of the machines had already been sold to the consumer.

Some of the dealers' orders were for one car and some for more. One dealer, Mr. E. E. Cook, Great Bend, Kansas, entered a record-breaking order of twenty cars of power forming machinery.

At Quincy a slight surprise was dealt out when a third train load was added to the 86 cars. Saturday morning the three huge train loads of double headers left Quincy for Brookfield, which they reached Saturday night. On Sunday morning they left that station for Kansas City to arrive at 6 p.m. J. H. Wiley, advertising department; C. B. Flora, traffic manager; S. G. Smith and J. W. Olson, salesmen, accompanied the trains, which were visited by Avery dealers at the various stopping places.

E-B Display at Grand Central Palace

A. T. Jackson, general sales manager of the E-B Company, has just returned from New York City. He has arranged and installed an exhibit of the complete E-B line at the Grand Central Palace, 480 Lexington Avenue, New York City. J. J. Marshall, foreign sales manager, with offices at 66 Broadway, New York, has charge of the exhibit. He is equipped for not only the demonstrating of the machines but has a complete set of films showing the E-B line in action.

The Pickler Season is Here

Handle the HOILAND Smut Cleaner and Pickler

Large capacity per hour. Every kernel of grain thoroughly pickled. The Hoiland is provided with a skimmer to skim off top of solution all smut balls, king heads and all light, foul seeds that float. Dealers stock the Hoiland and you get the business.

Quick and Easy to Operate

Lincoln Smut Cleaners

Sold on a positive guarantee to prevent smut. Separate smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN TWO SIZES

The Cushman Line Pays

Get the Cushman Contract for 1920

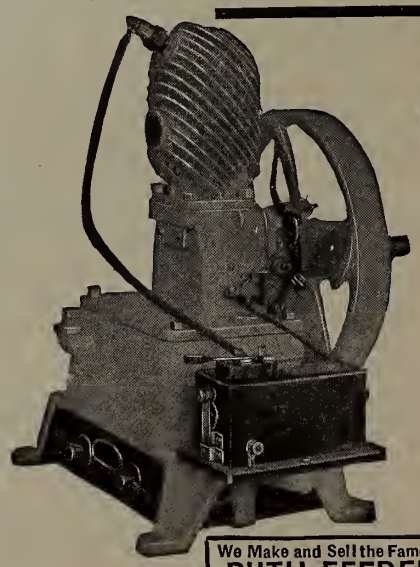
We are exclusive Selling Agents for: Tractors, Light Tractor Plows, Combination Threshing Outfits, Engines, Land Roller and Sub-surface Packer, 24x46 Tractor Separators, Straw Spreaders, Electric Lighting Plants, Cutter Gears, "New Superior" Fanning Mills, Lincoln Grinders, Smut and Pickling Machines, Saws, Vacuum Washers, Shinn-Flat Lightning Conductors, Incubators, Hoiland Wild Oat Separators, Automobile Accessories, etc.

Ask for Particulars, Prices and Agency Offer

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.



We Make and Sell the Famous **RUTH FEEDER**

Maytag

One-Horse Engine

Best and most powerful gas engine of its size on the market.

Washing Machines

with swinging reversible wringer. The greatest washing machines ever made.

MULTI-MOTOR—equipped with its own powerful little gasoline engine.

BELT-POWER—operates with the power you have available on your place.

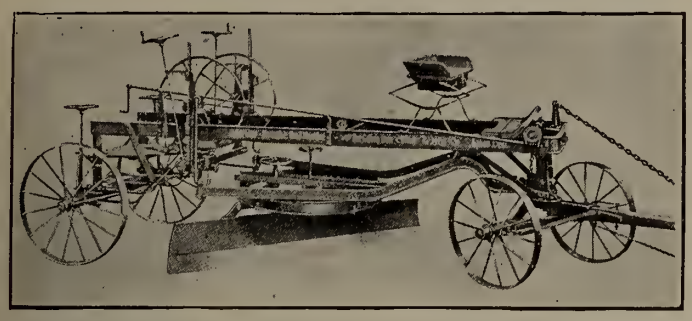
ELECTRIC—if you have electricity on your place this is the washer you need.

FULL LINE OF **THRESHERS SUPPLIES**

Write for Catalog

The Maytag Company Limited Winnipeg and Calgary

Dealers: Better Roads in Your District Means Bigger Business For You



Good roads increase farm values, make your customers richer and allow them to come to town oftener for required equipment and supplies. Good roads are a necessity in every community. Meet the demand in your territory for road-making machinery by handling our lines. You will profit now—and in the future by increased business. We sell a complete line of

ROAD MAKING MACHINERY

Ask For Literature and Prices On Our
Bucyrus Shovels, Wheel and Drag Scrapers, Elevating Graders and Wagons, Road Rollers, Plows, Levellers and Graders, Sprinklers, Sprayers and Flushers, Concrete Mixers and Stone Crushers.

OUR PROPOSITION WILL INTEREST YOU. ADDRESS

DOMINION EQUIPMENT and SUPPLY COMPANY, LIMITED

1001 McARTHUR BLDG. WINNIPEG, MAN.

SAFEGUARD YOUR TRADE

by insisting on having your Farm Engines equipped with

WEBSTER
Tri-Polar Oscillator

OVER A HALF MILLION are in daily use

85% of the Gas Engine Manufacturers of America furnish them as regular equipment. They're standard.

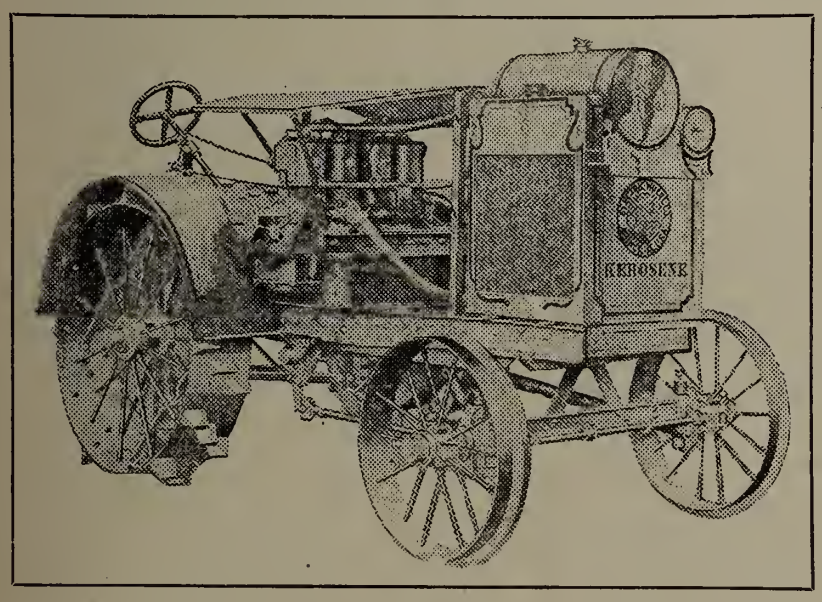
The manifest reason is they have found that the Webster eliminates ignition troubles.

BATTERIES and OTHER MAGNETOS *may* work —but WEBSTER equipment is *always* reliable

WEBSTER Service Is Real SERVICE

Webster Electric Company

Racine, Wis., U.S.A.



FIRST QUALITY LINE

There is an Ever Increasing Demand for the Famous

WHITE ALLWORK TRACTORS

DEALERS! Why not get a Share of this Business?

OUR LINE OF CHALLENGE SEPARATORS FOR 1920 IS THE BEST YET. GET OUR PROPOSITION. IT WILL PAY YOU.

The GEORGE WHITE & SONS CO., LTD.

BRANDON, MAN. MOOSE JAW, SASK. SASKATOON, SASK.

Chase Tractors Enter Canadian West

Louis Logie, sales manager for the Chase Tractors Corp., Ltd., of Toronto, together with W. L. Haney, service manager, spent a few weeks in Western Canada during February for the purpose of establishing Chase branches in Winnipeg and Calgary. The Winnipeg branch will have offices at 700 Portage Ave. in connection with the Williams Motor Company, which firm will act as local distributors for the Chase tractor. The Manitoba and Saskatchewan business will be in charge of Robert McKay, late of Hart-Parr of Canada, and for many years with the Moline Plow Company. Mr. McKay will have his headquarters in Winnipeg, and is well qualified in every way to handle this important branch of the Chase Tractors Corporation. In addition to the Winnipeg branch there will be a branch at Regina under W. H. Pelham. At Calgary, the Alberta branch will be in charge of S. V. Price, formerly Edmonton manager of Sawyer-Massey Co., well known to the farm implement trade of Western Canada. He brings to his position a knowledge of western conditions that will be invaluable to the Chase Corporation.

From these facts it is evident that the Chase Tractors Corporation have lined up a most efficient organization to take care of their interests in Western Canada. Mr. Logie is most enthusiastic over prospects in the West for tractor sales this spring and states that in his eleven years' experience in visiting Western Canada he has never seen conditions look so bright as they do at the present time.

A number of advantages are claimed for the Chase tractors, the most important of which, perhaps, is that it has no differential gears. Mr. Logie says, in referring to this feature of their machine, that this advantage is threefold. It gives the Chase, first, more power; second, simple construction and fewer wearing parts; third, delivers equal power to both rear wheels. Most mechanics know that transmitting power to gears results in a loss of nearly ten per cent. The ten per cent in the Chase tractor is based with a pull at the draw bar then

R. J. McKAY
Manitoba and Saskatchewan Manager for Chase Tractors Corporation

the absence of gears or any unnecessary parts in the machine lessens the number of wearing parts and tends to save costs. The strongest advantage, however, says Mr. Logie, is the third. Differential gears are used in automobiles and tractors to enable the machine to turn without undue wear and bearing on the wheels. On a straight course it permits both rear wheels to travel forward under equal power. When a turn is made, the inside wheel travels more slowly than the outer wheel, or when one wheel meets an obstacle the power is automatically thrown on the other wheel. One rear wheel may be spinning around while the other is idle. This arrangement was quite essential in high-speed vehicles but there does not appear to be any need for differential gears in a tractor. On the contrary they are a decided disadvantage, according to the Chase tractor designers.

Complete stocks of machines and repairs will be carried at the various branches, ensuring immediate and efficient service. A complete sales and service staff will be maintained. The Chase Tractors Corporation have also

Pride in the Way Your Car is Shod

TO be proud of your car you must be proud of its tires. You look with pride upon the graceful design, the fashionable top, the rich upholstering, the glittering finish—and the tires—are you proud of them? If you love your car, you will desire to give it the best tires in the whole Kingdom of Tiredom. For service and for appearance, you will find your desires fulfilled in Gutta Percha Tires—"the Tires that give Satisfaction."

Maltese Cross Tires, Gutta Percha Tires and Gutta Percha Tubes are the NE PLUS ULTRA of owners of high-powered cars.

"GUTTA PERCHA" Tires

GUTTA PERCHA & RUBBER, Limited
Head Offices and Factory: TORONTO. Branches in all the Principal Cities of the Dominion.

secured, they state, the manufacturing and sales rights in Canada of the Beeman tractor, a machine especially adapted for orchard, garden and truck farm use.

Sawyer-Massey Threshers Handled by Plow Works

We are informed by H. W. Hutchinson, vice-president of the Sawer-Massey Company, Hamilton, Ont., that that well-known Canadian concern are selling outright their 24-inch cylinder size separator to be operated by the Wallis Tractor. The machines which are shipped to the States are indentical to those sold through the Sawyer-Massey organization in Canadian territory. After an exhaustive investigation of the thresher field the J. I. Case Plow Works, Racine, Wis., decided that the Sawyer Massey separator was the best suited for their purpose. This is indicative of the high calibre of these separators.

Mr. Hutchinson reports a phenomenal expansion of the Sawyer-Massey business in the United States. In every area used the Canadian-made machines have given great satisfaction. The J. I. Case Plow Works will absorb several hundred of the 24-inch size this season.

Imperial Oil Make New Stock Issue

Imperial Oil, Limited, are offering shareholders 200,000 shares of the unissued capital stock of the company at $75 per share, in the proportion of one new share for every six shares held. By this plan the issued capital of the company will be increased from $30,000,000 to $35,000,000.

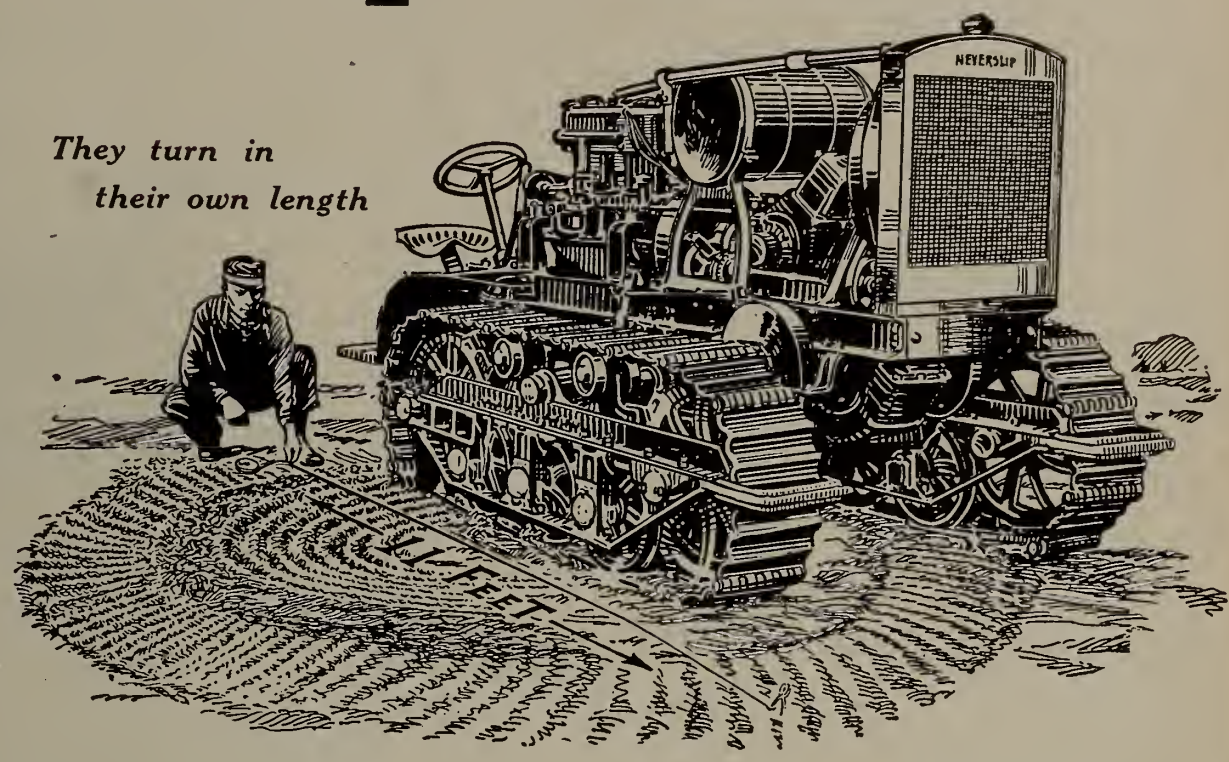
Oliver Plant Expands

In spite of a greatly increased production in the present plant of the Oliver Chilled Plow Works, at South Bend, Ind., the development of the tractor industry combined with the increased demand for Oliver horse-drawn implements make necessary additions to the Oliver plant.

The new plant will be located at South Bend, Ind., south of the present Oliver factory. When the development is complete, the new plant, devoted entirely to the production of tractor plows, will greatly increase the Oliver output. The company is represented in Western Canada by the Canadian Oliver Chilled Plow Works, with headquarters at Regina, Sask.

Advertise your lines locally.

MONARCH NEVERSLIP TRACTORS



Monarch Supremacy Assures Business

REMEMBER, it is tractor adaptability and capacity for hard work that interests the farmer. The Monarch assures your customers rugged strength, abundance of power, freedom from trouble and dependable service, day in, day out, for every farm job—traction or belt work.

MONARCH power is not wasted in transmission. Every ounce of engine energy is converted into actual TRACTION by means of the patented Monarch Tracks, made of wear-resisting Manganese Steel, and covered by a broad guarantee as to their wearing qualities. And that is only one of the Monarch Features which make it the easiest, most profitable tractor to sell.

Three Sizes: 16-9 H.P. 20-12 H.P. 30-18 H.P. For Every Farm Use

Yes, Mr. Dealer, Monarch Tractors are easy to sell. Their performance in the field sells them. Every Monarch sold in a district paves the way for the sale of ten. Farmers only need to see the Monarch in action to be convinced. A tractor that is powerful, accessible, strong and reliable. Spring-mounted, flexible; turns in its own length. In the mud of early spring, in the snows of winter, through lightest sand or stickiest gumbo, the Monarch goes right ahead with its load. With its endless tracks — that irresistible, creeping grip—it gets on the land first in spring and stays right on the job.

The MONARCH is the logical tractor for the farmer to use—the logical tractor for the dealer to sell. In demand not only by the farmer, but by the road builder, lumber company, contractor and industrial concern. Mechanical excellence in every part. Built of the best materials. Once sold the Monarch stays sold. Dealers: Don't overlook this opportunity. Your territory may be open. Monarch Tractors are manufactured by a Canadian company, and payable in Canadian funds. No duty; no heavy exchange rates. Ask for full particulars. Let's show what the Monarch offers your customers.

Factory:

MONARCH TRACTORS, LIMITED, BRANTFORD, ONT.

Western Canadian Distributors:

MONARCH TRACTOR SALES, LTD.

156 PRINCESS STREET WINNIPEG, MAN.

Rush Your Pickler Orders!

FOX AUTOMATIC PICKLERS are of heavy construction, durable and efficient. Thoroughly sprinkle the grain, turning it over four times. Capacity 125 bushels per hour. Dealers, send us your orders—NOW. We guarantee shipment the day order is received. Don't delay. Get your supply.

QUALITY LINES AND PROMPT SERVICE

McLaughlin Buggies and Cutters
Canada Carriage Buggies and Cutters
Peerless Automobile Trailers
"Fox," "Economy" and "Ideal" Grain Picklers
Briscoe Cars, Touring and Roadster

Ask for Our Liberal Agency Offer

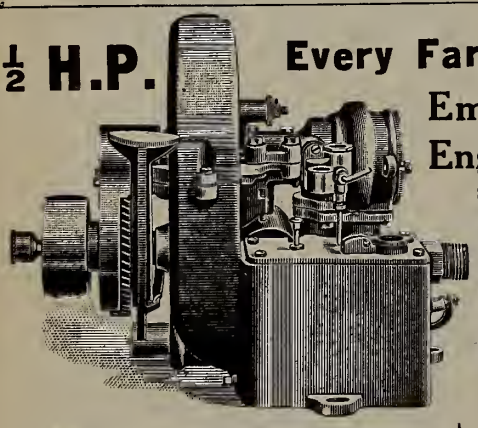
Peerless Trailers

A strong 2-wheel trailer with 2-inch solid rubber tires and ball bearings. Every auto owner is a prospect.

McDonald & McKinnon
156 Princess Street Winnipeg, Man.

½ H.P. **Every Farmer a Prospect**

Emerson "Hafa-Hors" Engines—Fast Sellers



Step on the Pedal and they start instantly. Just the engine the farmer wants for operating Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions: 16x14x14 ins. Always ready to run. Ask for literature and particulars.

EMERSON WILD OAT SEPARATORS

TWO SIZES: 3-SHOE AND 6-SHOE

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.

Emerson efficiency has no equal. Send for full particulars and prices on this ast selling Separator.

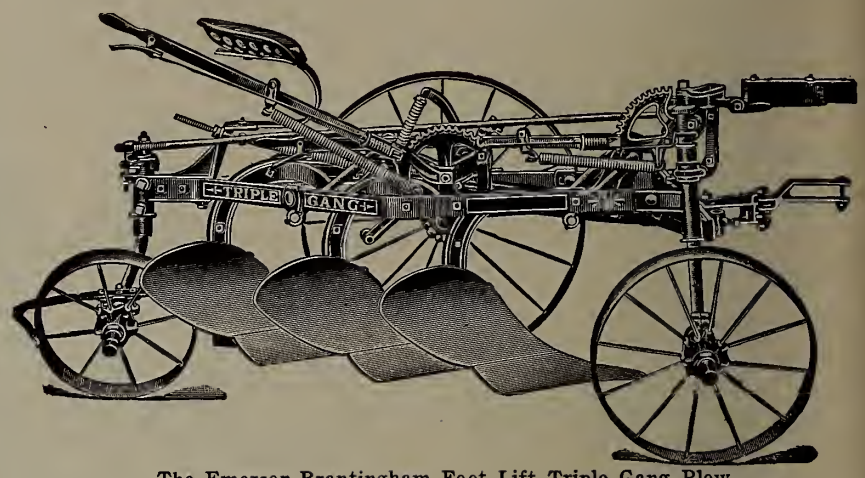
GET OUR AGENCY PROPOSITION

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE WINNIPEG, MAN.

E-B Triple Gang Plow

A constant demand from the trade, especially in the Northwest and the corn belt, has caused the Emerson-Brantingham Company, Rockford, Ill., to renew the manufacture of a foot-lift triple gang plow. The tendency towards large teams has been growing, especially since the multiple hitch has been perfected. This tendency compelled the E-B company to again make this large horse-drawn plow, which enables one man to plow as many acres as three men with the old two horse plow.



The Emerson-Brantingham Foot Lift Triple Gang Plow

It is equipped with the E-B long distance magazine axle, high wheels and close hitch. One of the biggest features of this plow, says the company, is the E-B foot-lift which enables the operator to handle the plow with his feet with perfect ease. Other features are its light draft, ease of handling and durability.

It has a wide clearance between the bottoms, which it is stated prevents it from clogging in summer fallow and from springing the beams when breaking sod. The bottom frame is braced to withstand the greatest strain. This frame is hung close to the wheel frame on short bail brackets and is locked solid to the wheel frame by the action of the foot lever. The thoroughly lubricated wheel bearings carry the entire weight of the plow, of the operator and of the turning soil.

Tractor Repairs in the United States

Repair expense and delays resulting from breakdown, are a strong point of argument with the tractor prospect. The following authentic figures from states contiguous to Canada, should give the dealer something to offset such arguments.

The average expense incurred for repairs, in one year, by tractor owners, was $23.62 in Minnesota, $29.13 in South Dakota, $69.87 in North Dakota, and $82.30 in Montana. The average number of days in the year during which a tractor was laid up for repairs was 3.93 in Minnesota, 1.77 in South Dakota, 2.57 in North Dakota and 9.4 in Montana.

Lauson Announce New Connection

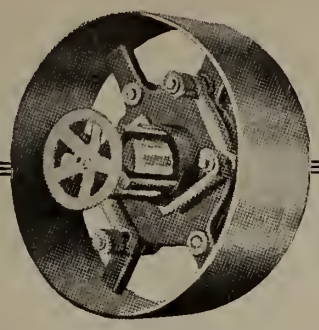
The John Lauson Mfg. Company, of New Holstein, Wis., announce that they have completed a contract with the Cushman Motor Works of Winnipeg, Man., Canada, to distribute Lauson tractors in Western Canada. The Cushman Motor Works of Winnipeg are a branch house of the Cushman Motor Works of Lincoln, Nebr., manufacturers of the well-known Cushman engines.

The Saskatchewan Lauson Tractor Co. of Saskatoon, and McClenaghan & Taylor of Lethbridge, Alta., distributors, who have been handling the Lauson for some time, will work hand in hand with the Cushman Motor Works. Complete stock of tractors and repair parts will be carried at Winnipeg as well as throughout the three provinces covered, and Lauson users and dealers can expect good service.

Friction Clutch Pulleys

The implement and power farming machinery dealer has a wide field in almost any territory for the sale of friction clutch pulleys, for engine use. The A. Bernard Industrial Co., Fortierville, Que., specialize in the production of this line, and state that they have a Bernard clutch for every farm purpose. These clutches are manufactured in sizes from 10 inch diameter by 5 inch face to 24 inch diameter by 8 inch face, with types adaptable for any farm engine from 3 H.P. to 10 H.P. or larger. The A. Bernard Co. will supply particulars regarding their line to interested dealers.

In plowing one acre with a 14-inch walking plow, one man and two horses will walk 8¼ miles. A day's work is 2 or 2½ acres.



MADE IN CANADA *MADE IN CANADA*

BERNARD'S

DOUBLE FRICTION PULLEY

For Gas, Gasoline and Oil Engines

Combines Efficiency With Established Reputation

Their excellent performance under every conceivable working test has proved their dependability and they are the most economical because of their durability, it being safe to say that they will outlast the machine to which they are attached.

The A. Bernard Industrial Co.

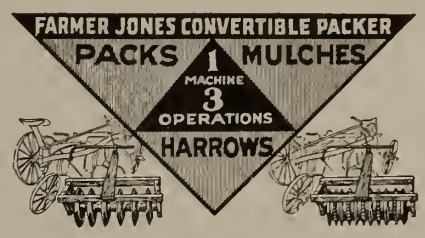
Manufacturers of High-Grade Power Transmission Appliances

Office and Works: FORTIERVILLE, QUEBEC, CAN.

"FARMER JONES"

Convertible Packer

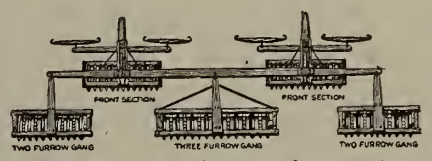
It Has Green Rings



Fits Any Size of Plow

Sub-Surface *Changed to Mulcher*

Designed to ride properly in any soil conditions on uneven surfaces due to the perfect distribution of weight in short sections. See illustration to the left.



Made in 10 ft. 12 ft. 15 ft. 21 ft. Separate sections which can be used on Gang Plows.

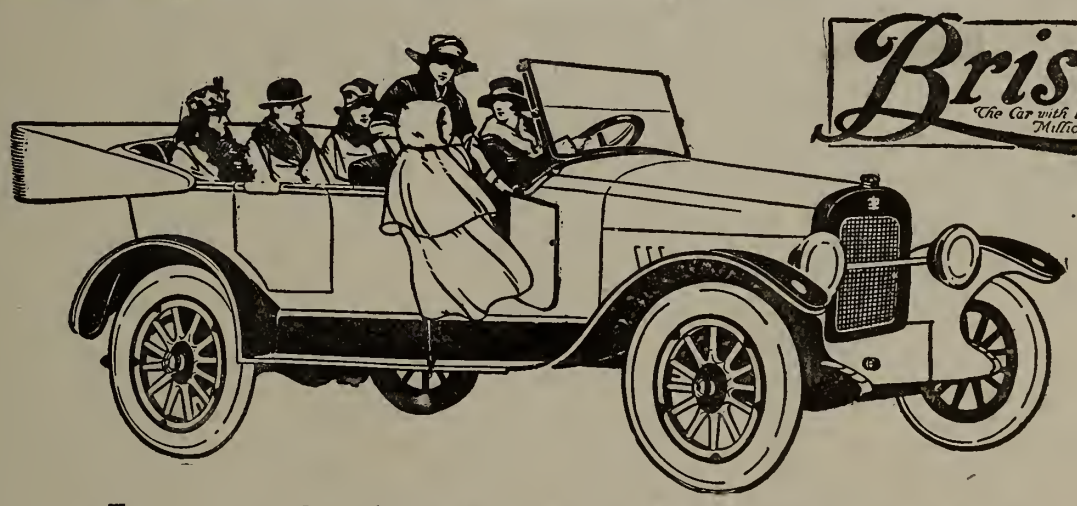
WHAT THE RINGS DO

The Farmer Jones is the only Packer made with a ring between each sub-surface and Mulcher wheel. This ring has 1-inch play up and down, and positively throws off all wet, sticky soil and trash. Our Packer works where others fail.

DEALERS:— Make sure of the big packer business this spring by ordering your requirements now.

Christiansen Implements Limited

Cor. WILLIAM AND ARLINGTON WINNIPEG, MAN.



Briscoe
The Car with the Half-Million Dollar Motor

Leader of ALL Light Weight Cars

THE Briscoe is like no other car of its price-class—quite the finest motor car ever offered at a figure under two thousand.

Its lines are as trim and graceful as those of the foreign cars—infinitely more pleasing than those of any other light car you ever saw. Even in its "finish" there is the same evidence of quality you that associate usually with automobiles of much higher price.

And the engine! A real one—with a reputation for service that many of the big cars might well envy—and a record of economy that no other car of equal horse-power can approach. Briscoe owners rarely look at their engines—unless it be to raise the bonnet to show some enquiring friend its simplicity and strength.

THE CANADIAN BRISCOE MOTOR COMPANY, LIMITED

HEAD OFFICE, TORONTO : : : : : : : : FACTORY, BROCKVILLE

UNITED STATES—BRISCOE MOTOR CORPORATION, JACKSON, MICH.

WESTERN SERVICE DEPARTMENT—156 PRINCESS STREET, WINNIPEG, MAN.

DISTRIBUTORS FOR WESTERN CANADA—

AUTO SERVICE COMPANY, LIMITED, REGINA
RIDDELL CARRIAGE & MOTOR WORKS, SASKATOON
GILLESPIE & MANSELL, MELFORT, SASK.
J. R. N. COOKE & CO., EDMONTON
McDONALD & McKINNON, : : : WINNIPEG
NORRIE & FAWCETT, - - - - CALGARY

Report on Lincoln Tractor Trials

The tractor trials held at Lincoln, England, last September, were the first of the kind to be held in the United Kingdom, and at them appeared a considerable number of American-made tractors which are being marketed in Britain. The report of the judges and technical advisers in connection with the trials appeared in a recent issue of the Implements and Machinery Review, published in London, England, and is of considerable interest, showing the finding of the British experts on both domestic and imported tractors.

Dynamometer Tests

In the dynamometer tests we note the following results as sustained pull at plowing speed, given in pounds. The B.H.P. of the tractor is given in each case, and according to the British rating of the machine.

British Tractors:—Alldays 30, 3,300 lbs. Alldays 25, 1,950 lbs. Blackstone 25, 2,300 lbs. Crawley 30, 3,600 lbs. Eros 17, 1,500 lbs. F.I.A.T. (Italian) 25 h.p., 3,550 lbs. Garner 27, 2,300 lbs. Glasgow 27, 2,800 lbs. Mann Steamer 4,700 lbs. Martin 28, 2,050 lbs. Omnitractor 35, 3,200 lbs. Pick 30, 1,800 lbs. Sanderson 25, 2,700 lbs. Weeks Simplex 30, 2,250 lbs. Whiting Bull 24, 1,700 lbs.

American Tractors:—Avery 28, 3,800 lbs. Cleveland 21, 1,650 lbs. Emerson 25, 3,600 lbs. Fordson 22, 1,500 lbs. G.O. 27, 1,900 lbs. Gray 36, 3,800 lbs. Mogul 30, 4,200 lbs. International 22, 2,150 lbs. Titan 25, 2,900 lbs. Moline 25, 1,600 lbs. Overtime (Waterloo Boy) 28, 3,200 lbs. Wallis 30, 2,300 lbs.

The plowing in heavy land (clay loam) gave a resistance in the plow bottom of from 9.85 to 12.3 lbs. per square inch of cross-section. In the light land (medium loam) the resistance per square inch of section varied from 7.91 to 11.40 lbs.

Fuel Cost Per Acre.

In the plowing on heavy clay, the records give the fuel cost per acre based on the following prices: Petrol (gasoline) 64 cents per gallon. Paraffin 32 cents per gallon. Following is the cost per acre plowed in the case of all tractors, the cost being turned into Canadian currency. The figures after the name of the tractor designate the number of bottoms pulled in the test.

Allday 4, $1.36; Austin 3, $1.06; Austin 3, $1.10; Avery 3, $1.12; Blackstone 3, $0.72; Clayton 4, $0.82; Cleveland 2, $0.92; Crawley 3, $1.92; Emerson 3, $1.00; Eros 2, $1.44; F.I.A.T. 3, $0.92; Fordson 2, $1.44; Garner 3, $1.68; G.O. 3, $1.24; Glasgow 3, $2.88; Gray 4, $2.44; Illinois 3, $2.14; Mogul 4, $1.60; International Junior 2, $1.04; Titan 3, $0.96; Titan 3, $1.24; Mann (steam) 4, $1.52; Martin 3, $1.80; Martin 3, $1.40; Moline 3, $3.00; Omnitractor 3, $1.24; Overtime (Waterloo Boy) 4, $0.90; Saunderson 3, $1.84; Saunderson 3, $1.20; Wallis 3, $0.94; Wallis 3, $1.18; Weeks 3, $0.88; Whiting Bull 2, $1.54.

In plowing on light land the cost per acre varied from 58 cents in the case of the F.I.A.T. and 64 cents for the Austin up to $1.52 an acre for the Glasgow tractor. The rate of plowing in acres per hour varied from .43 to .80 and in light soil from .40 to 1.08 by a 4-plow steamer.

In heavy land plowing the judges placed the first twelve tractors in order of merit in the following sequence: 1, F.I.A.T.; 2, Clayton; 3, Gray; 4, Waterloo Boy; 5, Saunderson; 6, Avery; 7, Blackstone; 8, Crawley; 9, Austin; 10, Cleveland; 11, Martin, and 12, Wallis.

For fuel cost per acre, the placing was as follows: Blackstone, Clayton, Weeks, Waterloo Boy, Cleveland, F.I.A.T., Wallis, Titan, Emerson, Fordson, International Junior, Austin, Avery, Wallis, Saunderson, G.O., Titan, Omnitractor, Allday, Martin, Eros, Fordson, Mann, Bull, Mogul, Garner, Martin, Saunderson, Crawley, Illinois, Gray, Glasgow and Moline.

In the road test a weight of 3,128 lbs was hauled up a gradient 1 in 11. Most of the entrants took the grade, but of all tractors with steel wheels only the Alldays and Mogul took the full load to the top without side slip.

WINNER
FANNING MILLS

Are Now only Made and Sold by the Original Manufacturers . . .

Can be furnished with Bagger or Wagon Box Elevator

Built in Five Sizes: To be used by either Hand or Power : : :

Showing Forty-inch Mill Equipped for Power

THE "WINNER" mill has, this year, many improvements and is now only made and sold by us, so if you want to handle the latest model "WINNER," be sure to get in touch with us at once. This new mill has twice the capacity of any mill on the market, and no mill or special machine can equal the work it does on wild oats. It is easy to operate, having no adjustments to give trouble. You can stand on the upper sieves of the New "WINNER" and not sag them. The New "WINNER" is built with six inch longer screens than most mills, which is the reason it is such a fine grader.

If you want to sell the best, write us and we will send you one of the New "WINNERS," on a guarantee to do better work and twice as fast as any other mill, or we will take it off your hands. Let your customer try it alongside of any mill he thinks might be as good, and let him be the judge.

DEALERS:—WRITE FOR PRICES

AMERICAN GRAIN SEPARATOR CO., LTD.
WINNIPEG, MAN.

ALL DEALERS NOTE:—Repairs for Old or New Style Winner Mills will be filled promptly by us at low prices

Judges' Report

In their general observations, the judges consider that a tractor, to be satisfactory for all kinds of farm work, should have three speeds, varying from 2 to 5 m.p.h. They endorse the use of safety hitches between tractor and implement, but are not unanimous that tractors should have wheels running in the furrow. In connection with construction, the view of the English judges is that simplicity of design should be aimed at. They say:

"Strength is very important, both in build and engine power, and it is best to have a considerable reserve of both, as through a sudden and great variation of land a heavy strain is often quickly imparted to the machine. The use of caterpillar tracks undoubtedly reduces the pressure per square inch on the land, and where well designed may permit of plowing under conditions where a wheeled tractor could not be used. There is, however, room for further investigation as to the wearing capacity of these tracks."

After Export Trade

The Krupp Works, at Essen, Germany, are at present forging ahead on peace products. They are manufacturing farm implements and machinery, including power plows and tractors. The Germans are very confident that they can flood the South American market with farm machinery, also regain a good proportion of European trade. German agents are now advertising German-made tractors in Spain, these machines being priced at from $2,000 to $2,500.

The Problems of Today

Peace has her problems no less than war, and our readjustments of business affairs to the after war period has been scarcely less serious than during the actual time of hostilities. We must settle our problems by getting together for the good of all. In this time of stress in the business world let every one strive to give best endeavor and bring to the place he occupies such courage that engender confidence, for confidence is the highest standard of trade. Without it there is no true fellowship in trade or in life. Honest methods makes safe business and real men. That dollar made by false dealing is high in price and its possession is too dear for any man to own it.

Use your local paper weekly.

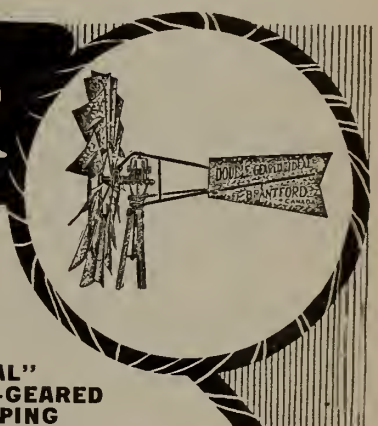
Plow Tests in Poland

The Polish Government reports that tests of motor and steam plows will take place at Lemberg in the latter part of May and hopes that Canadian firms will take part therein. The address of the committee of organization is Industrial Society, Chmielna, 2, Warsaw, Poland.

A New Booklet

The Allis-Chalmers Mfg. Co., Milwaukee, Wis., recently issued a booklet showing field scenes of the General Purpose tractor to demonstrate the variety of work of which it is capable. Specifications are included at the end of the illustrations. The company's product is distributed in Canada by the Canadian Allis-Chalmers, Ltd., Toronto, Ont.

BEAVER KEROSENE TRACTOR



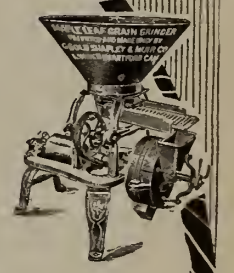
A Great Opportunity is Presented to Reliable Dealers—

In Western Canada, to handle "BEAVER" KEROSENE TRACTORS and the "IDEAL" line of KEROSENE and GAS ENGINES and MACHINERY.

We stand behind each sale with a guarantee for service and we allow a generous commission on each sale and appoint exclusive territory to agents. A complete repair stock is carried at the factory and all distributing branches, which are conveniently situated throughout the West.

BRANTFORD STEEL SAW FRAMES
completely equipped, are made from the very best materials and are designed for service.

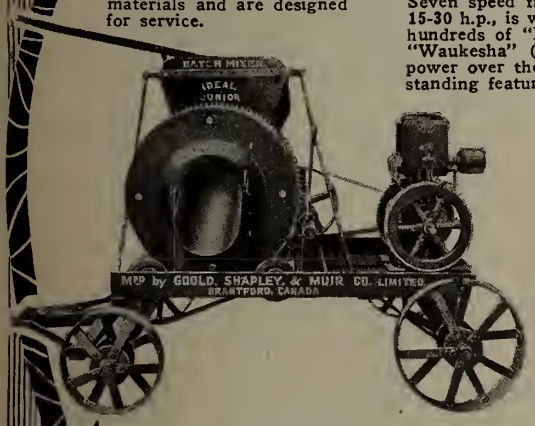
"IDEAL" DOUBLE-GEARED PUMPING WINDMILLS
are acknowledged and recommended by all who own them as being complete in mechanical detail and build, and great labor savers.



THE "MAPLE-LEAF" GRAIN GRINDER
is a necessity on every well equipped farm and in every feed merchant's place. There's a line of "Maple Leaf" grinders to suit all requirements.

THE "BEAVER"

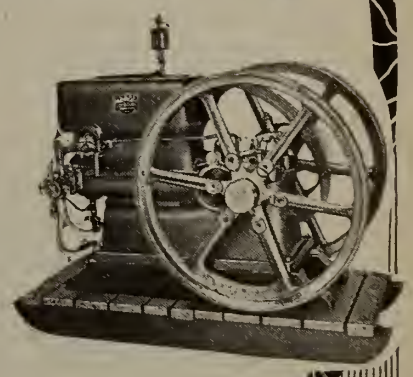
Seven speed friction transmission, kerosene tractor, now built in two sizes, 12-24 h.p. and 15-30 h.p., is without a peer as an all service farm tractor. This statement is vouched for by hundreds of "Beaver" owners, and repeat orders testify to its value to the farmer. The "Waukesha" (the best tractor motor made) used in the "Beaver" generates much surplus power over the advertised rating. The seven speed friction transmission is one of the outstanding features of this marvellous tractor, as is its perfect kerosene burner, which makes the engine a fuel saver. The "Beaver" has the best set of tractor wheels made.



"Ideal" Junior Concrete Mixers
are designed to meet the requirements of smaller jobs. They are strongly built and will stand up and last against the wear and tear a mixer is subjected to.

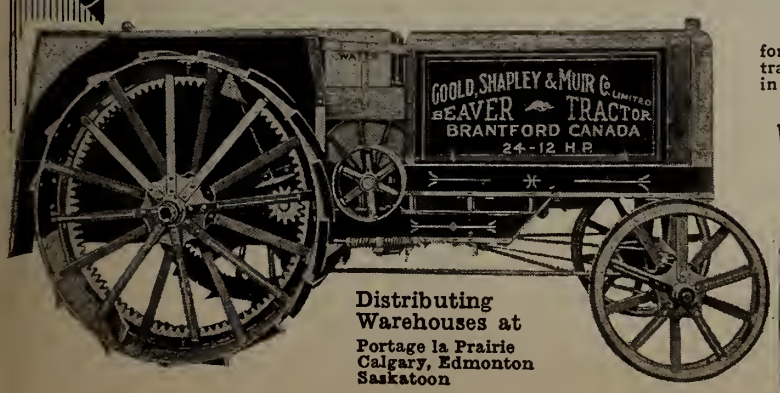
AN "IDEAL"

Stationary or portable kerosene engine, with a gallon of kerosene will develop as much power as any other engine using a gallon of gasoline. In the construction of "Ideal" engines, back of which is over 20 years' experience in building engines, each part of the machine from the largest to the smallest, is mechanically correct, and is made from the very best material. This means long and efficient service at low cost of operation. There are scores of "Ideal" engines that were turned out 15 and 20 years ago which are working every day, and will continue to do so for years to come. There's a size for every engine need, from 1½ h.p. to 50 h.p.



PLOWS AND THRESHERS
for use with the "Beaver" tractor will now be included in our line of machinery.

We manufacture a complete line of power and hand pumps and equipment



Write for descriptive catalogue and dealers' proposition

Distributing Warehouses at
Portage la Prairie
Calgary, Edmonton
Saskatoon

Goold Shapley & Muir Co. Limited.
Factory Brantford, Western Head Office-Regina.

Canadian Fairbanks-Morse Hold Sales Convention

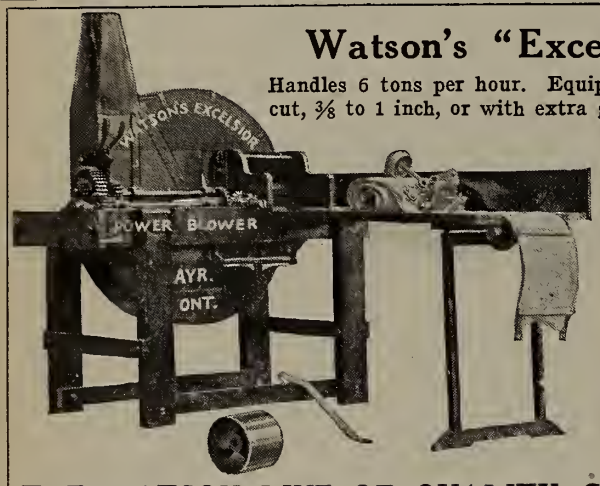
The Canadian Fairbanks-Morse Company, Limited, held a very successful sales convention of the prairie houhes durng the first week of February. The conference started on February 3rd and was held at the Royal Alexandra Hotel; there being about sixty-five of their representatives present.

The conference was opened by C. J. Brittain, who is managing director of the prairie houses. He gave a very optimistic address, pointing out that their slogan is 100% efficiency, and outlined the great selling campaign which they have under way, and the assistance they are prepared to render the agents in the selling of their different lines. The address was very enthusiastically received. R. Sykes Muller of Montreal, followed Mr. Brittain, and outlined the advertising campaign pertaining to the type "F" Lighting Plants. The consensus of opinion at the conclusion of his address was that for completeness it has never been beaten. E. A. Kemp, manager of the gas engine department, Winnipeg, outlined the constructional advantages of the type "Z" Engine, and gave a very fine description of the difference between a high and a low tension magneto. This address was of a highly educational nature and was very well received by all present.

Sales Organization of the Canadian-Fairbanks Morse Co., Ltd., in session during Convention

On Wednesday morning a visit was paid to the Ford Motor Company's works, where Mr. Cummings of Montreal, addressed combined Ford dealers and Canadian Fairbanks-Morse representatives, on garage equipment. After lunch a visit was paid to the Canadian Fairbanks-Morse Company's West End shop, where Mr. Kemp demonstrated the famous Wallis Tractor and Separator, and a very interesting discussion followed. At the conclusion of this discussion, Mr. Dave Gutteridge spoke on scales, and made a great point in representing that 95% of the farmers bought and sold on scales that were controlled by others.

On Thursday morning, proceedings were opened by Mr. Brittain. Mr. Harry Matthews of Winnipeg gave a very interesting talk on the facilities of the type "F" Lighting Plant. This was followed by a very interesting address made by Mr. Kellog of the Globe Lite Company, who explained in detail the composition of the Globe-lite battery construction, and the services they are prepared to render to their customers. After luncheon,

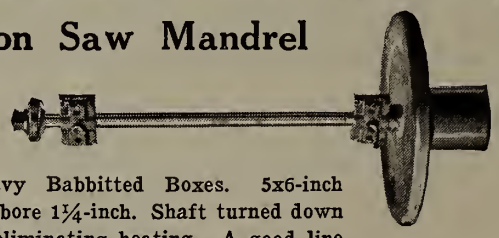


Watson's "Excelsior" Power Blower Feed Cutter

Handles 6 tons per hour. Equipped with travelling feed table. Has 13-inch throat. Length of cut, ⅜ to 1 inch, or with extra gears, 1½ to 3½ inches. Heavy, balanced, double-knife wheel. Large feed box and well fitted feed rollers. One lever starts, stops and reverses. Knives and gearing fully enclosed. Special English steel knives. Get full particulars of these fast selling machines.

Watson Saw Mandrel

With 90 Lb. Balance Wheel



6x4-inch Heavy Babbitted Boxes. 5x6-inch Pulley. Saw bore 1¼-inch. Shaft turned down for boxings, eliminating heating. A good line to stock. Reasonable price.

THE WATSON LINE OF QUALITY GOODS:

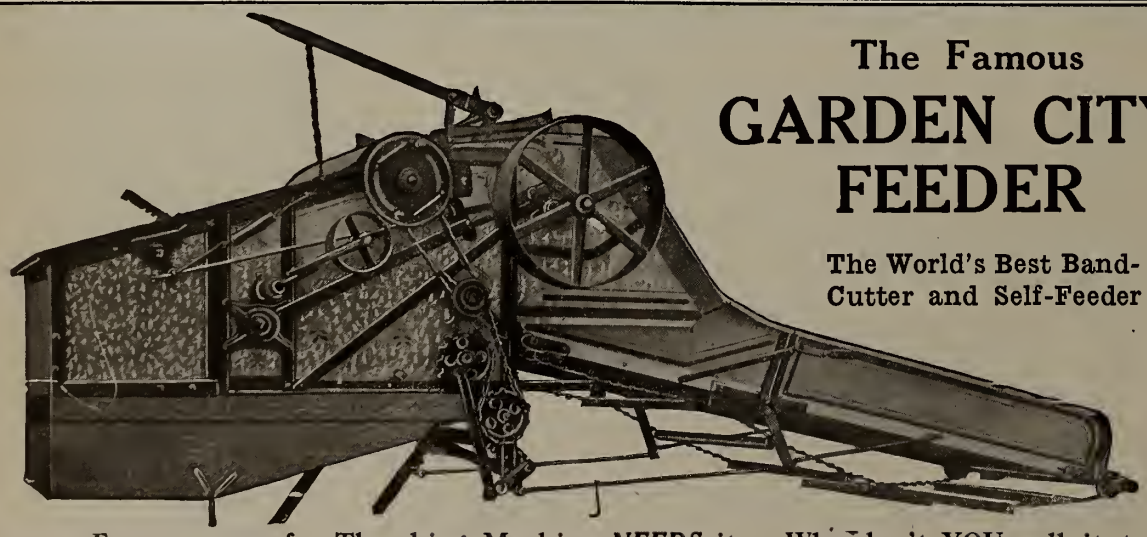
Whiffletrees	Wood and Pole Saws	Farm and Bush Sleighs
Root Pulpers	Boss Wood Harrows	Wheel Barrows
Bevel Jacks	Light Delivery Sleighs	Channel Steel Harrows
Push Carts	Wood Boss Lever Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
		Pump Jacks

Harrow and Packer Attachments for Plows
Hand and Power Washing Machines "Viking" Cream Separators

Ask for Particulars on any Item

John Watson Mfg. Co. LIMITED.

311 CHAMBERS STREET, WINNIPEG, MAN.



The Famous

GARDEN CITY FEEDER

The World's Best Band-Cutter and Self-Feeder

Every owner of a Threshing Machine *NEEDS* it. Why don't YOU sell it to him? GENEROUS commissions paid to *LIVE* agents. No *DEAD* ones wanted

Ask any of the Following Firms for Contract:

THE GARDEN CITY FEEDER CO., LTD., Regina, Sask.

BRUCE DAVISON CO., Brandon, Man.
A. E. GARDINER, Saskatoon, Sask.
W. S. MUNROE CO., Calgary, Alta.
MART McMAHON, Lethbridge, Alta.

P.S.—We also sell the CASWELL ADJUSTABLE BELT GUIDE

Mr. Turnbull, the manager at Saskatoon gave a very interesting talk on pumps. This was followed by an address given by Mr. Floyd in charge of the machinery department, Winnipeg, who spoke on machinery and supplies. In the evening a visit was paid to the Orpheum Theatre

On Friday morning proceedings were again opened by Mr. Brittain, after which W. Hammonds, in charge of the auto accessories department, Winnipeg, gave an interesting address on matters pertaining to his department.

At the final wind up of the convention, a presentation was made to Mr. C. J. Brittain, on behalf of prairie houses sales organization, of a travelling club bag, solid silver cigarette box and cigarette case. This concluded one of the most successful sales conventions held in Western Canada by any farm machinery and implement concern.

Case Publications

We recently received from the J. I. Case Threshing Machine Co., Inc., of Racine, Wis., a copy of the new Case catalog dealing with their complete line of power farming machinery. This attractive 12 x 9 inch book, with over 80 pages has a finely colored cover, inside covers showing in color interior views of the Case machine shops. A centre spread in colors shows a composite view of the large Case factories, with interior views of the various departments. Case kerosene tractors in 10-18, 10-20, 15-27 and 22-40 sizes are illustrated in an artistic series of engravings, sectional views showing the construction of the various parts. Complete descriptions of the component units are given, and lists of specifications of the different tractors. Of especial interest is the section dealing with Case steam tractors, in sizes from 30 H.P. to 110 H.P. Very complete sectional views show the construction of the steamers. Other lines illustrated and described are, Case fuel and water tenders, Grand Detour tractor plows in all sizes, rigid and independent beam types, Grand Detour disc harrows, Case all-steel threshers, in sizes from 20 x 28 to 40 x 62, Case feeders, and feeder carriers, power baling presses, Case silo fillers, and Case road making machinery. Throughout this interesting catalog is a revelation of the printer's art and its arrangement and display shows the high caliber of the Case advertising department. Case dealers throughout Canada should procure a copy of the new catalog, if they have not already done so, in order to keep abreast of the latest developments in the J. I. Case T. M. Co.'s line.

We have also received the pocket edition of the Case catalog, which is 9 x 4 inches, comprising over 60 pages. This handy publication illustrates and describes in condensed form the complete Case line of steam and kerosene tractors, threshers, baling presses, silo fillers, Grand Detour plows and harrows, Case road machinery, etc.

Get in your repair orders.

Display a Sample

MAX

Oil Wagon Tank

Take advantage of the demand caused by the prevailing shortage of oil-carrying equipment.

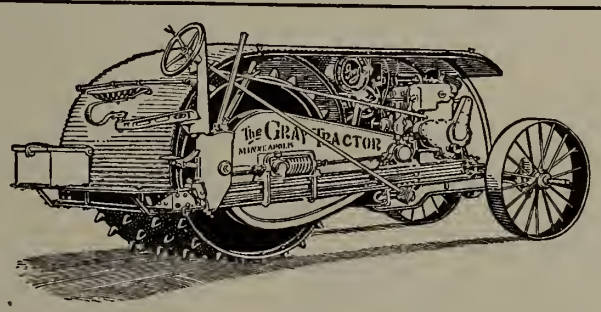
20

Tanks sold from one sample last season is an indication of what can be done to increase your profits.

Write for full particulars and prices at once. This is the time to get busy, and close the orders.

Winnipeg Ceiling and Roofing Co. Limited

WINNIPEG Man. REGINA Sask. CALGARY Alta. EDMONTON Alta.



Exclusive Features at Seed Bed Preparation

No other Tractor is so well adapted to this work as . . .

The GRAY

The Wide Drive Drum and Wide Front Wheels distribute the weight so that no wheel marks or ruts are left in the seed bed.

The side hitch permits the easy hitching of all tillage tools—Discs, Packers, Harrows and Cultivators.

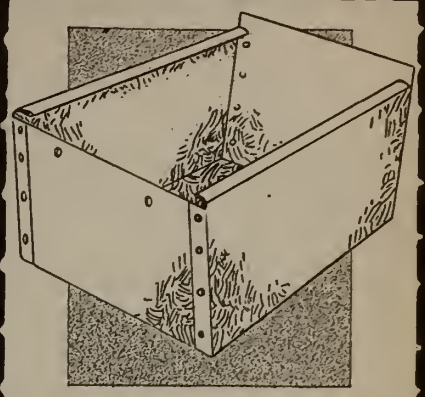
You can also plow and do belt work. It is truly a general purpose tractor.

It also has a reputation for quality and a low repair record. It has proved itself over a long period of years. It is here to stay.

Write for full information regarding territories open for Aggressive Agents

The Gray Tractor Co. of Canada, Ltd.

307-9 Electric Railway Chambers Winnipeg, Man.



This Box Saves Feed

Feed is too expensive in these days to waste. Every pound has to count and bring results. Savings amounting to many dollars in a year can be made by proper feed boxes.

The BT Sheet Steel Oat Bowl is designed with this in mind. The large, flat surface prevents the horse bolting its feed. The wide flanges prevent it from tossing the feed out.

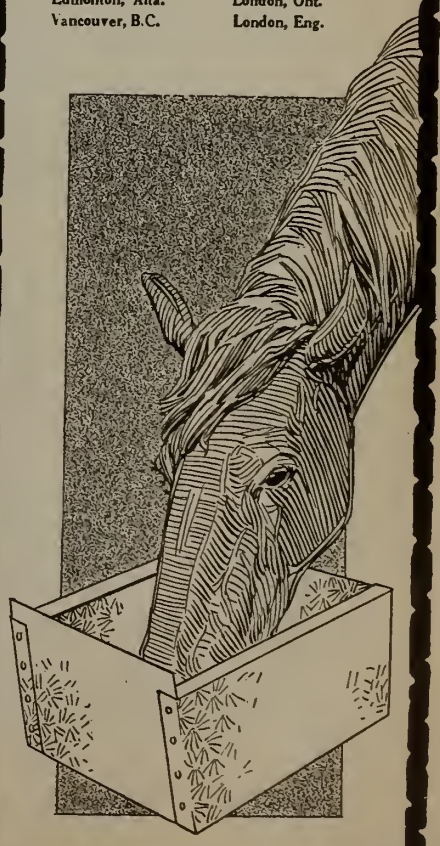
BT TIME SAVER

BT Steel Horse Stable Fittings

It is made of 16 gauge galvanized steel and is very strong, sanitary and substantial. It can be attached to either side of the stall.

Beatty Bros. Limited

Winnipeg, Man. Fergus, Ont.
Montreal, Que. St. John N.B.
Edmonton, Alta. London, Ont.
Vancouver, B.C. London, Eng.



The Cost of Service

In connection with tractor business, service is of supreme importance. In fact in the retail implement business, in any department, service is an essential, and to render service requires adequate repair stocks. Practical help must be employed—help that knows how to care for all kinds of engine trouble—help that knows how to adjust and operate all kinds of implements and farm machinery that is operated with tractors. Without this service the dealer cannot hope to be successful in the tractor business.

In these days, all of us will admit that the procuring of such help is a costly proposition. You cannot get your service men at a low wage, consequently the dealer's service expense is greater than ever before.

The service for tractors should not be considered the same as service on other lines of goods. The work of the tractor is practically confined to the farm, and tractor service must be rendered on the farm and not in the dealers' shop or repair room. The cost of time and transportation to the dealer and the disadvantage of doing repair work on the farm, as compared with doing it at his place of business, is quite an extra item of expense, and it will require the employment of more help to give such service.

There can be no such thing as free service if a man hopes to make money in the tractor business. It may be granted, of course, that there is what is termed "free service"; that is the service that should go with the sale of each tractor for which there is no direct charge; but the payment for such service should be included in the selling price of the tractor, and the amount of such service should be great enough to assure the dealer that the customer has been schooled in the handling and operating of the tractor to the extent that he can get satisfactory results in the use of it.

KINGSTON
IGNITION SERVICE

THERE is a Kingston service station within easy reach of every user of Kingston Ignition Specialties. When repair work is necessary you will find it convenient to get in touch with the nearest Kingston station.

Five Branches and 50 Kingston Service Stations in United States

SERVICE STATIONS IN CANADA

At:—Brandon, Man., S. H. Brown; Edmonton, Alta., Standard Electric Co., 10274 97th Street; Montreal, Que., International Electric Co., 97 Bleury Street; Regina, Sask., The Electric Shop, 150 2nd Avenue, North; Toronto, Ont., Auto Electric Service Co., 8 Elm Street; Winnipeg, Man., Auto Supply and Electric Co., 469 Portage Ave.

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

The Oil Pull in Europe

H. F. Henke, foreign travelling expert of the Advance-Rumely Thresher Company, has just returned from Belgium and Holland where tractor demonstrations were held. Mr. Henke demonstrated the 12-20 OilPull in sixteen demonstrations in Belgium,

H. F. Henke, Foreign Travelling Expert, Advance-Rumely Co.

one being held on King Albert's farm near Antwerp. Another was held near the famous fortress of Liege. At the Belgium demonstration, held at Tirlemont and which was the largest, there were eighteen tractors entered—fourteen American, two English, one French and one Italian.

In the first part of this test the 12-20 OilPull won first place for lowest fuel consumption and for time required to plow a given tract. The second test for determining which tractor would pull the heaviest load on a plowed field was also won by the 12-20.

A large wagon was loaded with six tons of sugar beets and the little Rumely tractor pulled it easily over the plowed field des-

The 12-20 Oil Pull in a Demonstration in Holland. Mr. Henke at Wheel.

pite the fact that the other entries failed to move it. Mr. Hanke went to Russia in 1912 for the Advance-Rumely Company to take charge of their warehouse in Odessa. He also was in charge of a tractor school while there. He speaks several languages fluently.

Are you one of those individuals who rather doubts the existence of what we cannot see or touch—if so, what about electricity, good health, good spirits and good nature?

The Hyatt Calendar

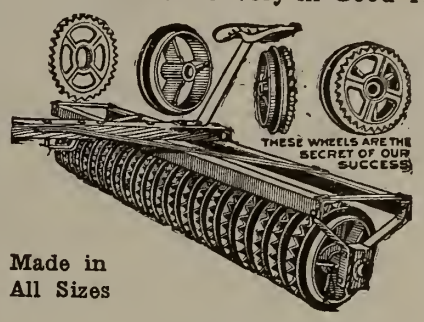
The tractor bearings division of the Hyatt Roller Bearing Co., headquarters Chicago, got out a most attractive celluloid pocket calendar for 1920. This calendar is in three colors, showing the Hyatt trade mark at the top and inset in background. The advantages of Hyatt equipment to the farmer are listed on the reverse side together with the slogan: "The Best Hyatt advertisement is the bearing itself."

Binder twine prices in the U.S. vary from 15c. for sisal, 500 ft., to 16½c. for standard manila, 550 ft., and superior manila 19c.

NOW is the Time to Book Your Orders for

THE WESTERN PULVERIZER PACKER AND MULCHER

To Insure Delivery in Good Time for Spring Operations



Made in All Sizes

The Western Pulverizer, Packer and Mulcher pulverizes and packs down the soil and puts it in perfect condition for seeding in one operation, either a stubble ground or sod ground. It will not clog. Provides a granular mulch to the land which stops evaporation and preserves moisture.

PLOW PACKER

2 ft. 6 in. two-furrow .....weight 330 lbs.
4 ft. three-furrow .....weight 475 lbs.

SINGLE SECTION

4 ft. .....weight 600 lbs.
6 ft. .....weight 725 lbs.
8 ft. .....weight 920 lbs.
10 ft. .....weight 1200 lbs.
12 ft. .....weight 1400 lbs.

THREE SECTION

11 ft. .....weight 1400 lbs.
15 ft. .....weight 1840 lbs.
21 ft .....weight 2650 lbs.

STRONGLY BUILT
SAVE LABOR
MAKE A PERFECT SEEDBED

WRITE FOR OUR DESCRIPTIVE CATALOG AND PRICES

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

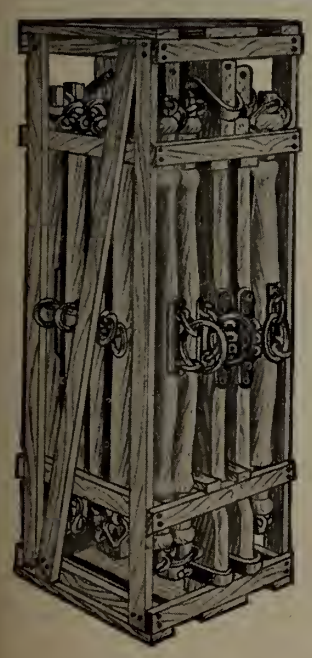
DEPT. E, WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

GREGG WAGON AND IMPLEMENT WOODS

LEADERS IN VALUE, MATERIALS, QUALITY AND FINISH.

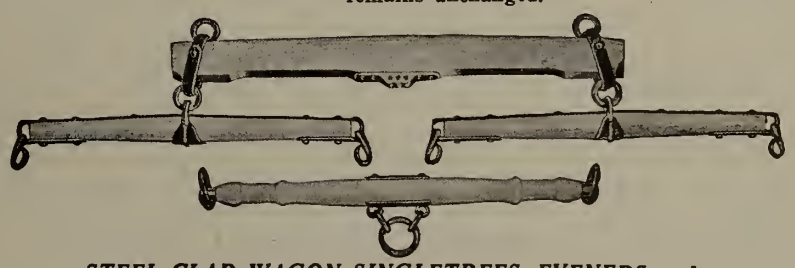
COMBINED TWO AND THREE-HORSE EQUALIZERS

In these days of hardwood scarcity, it is increasingly difficult to secure raw materials. Gregg hardwood stocks, however, are adequate. Our great purchasing facilities assure the dealer the best woods procurable at the lowest prices that market conditions will permit. And GREGG QUALITY remains unchanged.



Crated Sets of Steel-Clad Wagon Singletrees, Eveners and Neckyokes

They stand the strain of every haulage demand



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

Gregg Goods are absolutely guaranteed against defective materials and workmanship. You cannot afford to sell anything but the best in wood goods. Handle Gregg and you get clean, satisfactory business, no complaints, and repeat orders. There is a Gregg hitch for every possible combination the farmer wants in haulage work. Now is the time to order your stock. All leading jobbers handle Gregg Goods.

FIVE-HORSE GANG PLOW EVENERS

When You Order, Ask Your Jobber for GREGG WOODS

"If it Comes from GREGG it Must be Good"

WE MANUFACTURE: Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets, 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 5 and 6-Horse Tandem Eveners. WAGON HARDWARE: Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

GREGG Manufacturing Company Limited

WINNIPEG : : : : MANITOBA

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

H. A., Man. — The Reliance sweep crusher is manufactured by the Sandwich Mfg. Co., Sandwich, Ill. Write the factory direct for necessary parts. Champion mowers are now handled by B. F. Avery & Sons, Inc., of Louisville, Ky. Address the Minneapolis branch of the company.

M. T., Man.—"Vega" cream separators are manufactured by the Vega Separator Co., Fostoria, Ohio. No repair stocks are carried in Canada. Address the factory for parts.

C. M. Co., Man.—You can obtain repairs for the "C.O.D." tractor from The Happy Farmer Co., 225 Curry Bldg., Winnipeg.

S. K., Sask. — The National fanning mill is not handled in Western Canada. Some of these machines were sold in Western territory. For new screens you should send samples of mesh and size of the screen to the Twin City Separator Co., Quelch St., Winnipeg.

R. & Co., Sask.—The "Monitor" Stationary engine is not handled in Canadian territory. For repairs address the manufacturers, the Baker Manufacturing Co., Evansville, Wis.

A. K. B., Sask.—This subscriber enquires where he can get a one-way disc harrow that throws the soil one way only. So far as we knew, there is no harrow of this type manufactured in either the United States or Canada. Does any reader know of such a disc harrow?

G. & A., Alta. — What you evidently want is a horse-drawn tile ditcher. Such machines are made by the following concerns: The Owensboro Ditcher & Grader Co., Owensboro, Ky.; The Jeschke Manufacturing Co., Bellevue, Ohio; H. L. Bennett & Co., Westville, Ohio. For making ditches approximately 16x24 inches the following concerns should be able to supply machines: F. C. Austin Co., Chicago: Owensboro Ditcher & Grader Co., Owensboro, Ky.; J. D. Adams Co., Indianapolis, Ind.; Western Wheeled Scraper Co., Aurora, Ill. The Owensboro line of ditches cut a v-shaped trench. They are sold in Alberta by the Canadian Fairbanks-Morse Co., Ltd., Calgary.

G. Implement Co., Sask. — The only vacuum grain cleaner manufactured in Western Canada is the "Jumbo," a large capacity machine made by the Crossen Metal Works Ltd., Archibald St., St. Boniface, Winnipeg.

A. D. S., B.C.—For quotations on three tons of binder twine you should address the W. G. McMahon Co. at Vancouver; John R. Firth, 2 Home Apts., Winnipeg, Western representative of the Brantford Cordage Co., Brantford, Ont.; or the International Harvester Co. of Canada at Lethbridge, Alta.

D. MacL., Sask. — The Martin feed grinder is not handled in Western Canada. It is manufactured by M. R. Martin, St. Louis Park, Minn. The following Minneapolis jobbers carry repairs for this grinder: A. J. Dean Co., 100 North Second St.; Fuller & Johnson Mfg. Co., 10 Hennepin Ave., and Lindsay Bros. Co., 400 North First St.

G. J. O., Man. — For repairs for the Emerson manure spreader address the Anderson-Roe Company, 164 Princess St., Winnipeg, distributors for the Emerson-Brantingham line. The Hayes corn planter is manufactured by the Hayes Pump & Planter Co., Galva, Ill. No stock of these machines is carried in the Canadian West. Write the factory direct for repairs or new machines.

J. C. B., Man.—The "Iowa" cream separator is manufactured by the Associated Manufacturers Co., Waterloo, Iowa. Machines and parts are carried by Wood-Vallance Co., Winipeg.

J. A. R., Sask.—You can obtain repairs for a 14-inch Rock Island gang plow from the Rock Island distributors, Waterloo Manufacturing Company, Portage la Prairie, Man.

W. G. C., Man. — The Magnet cream separator is handled by the Petrie Manfg. Co., 839 Henry Ave., Winnipeg, who can supply repair parts.

C. E. H., Sask. — For ice plows, the largest concern producing this type of machine is the Clifford-Woods Company, 565 West Washington St., Chicago. The J. H. Ashdown Hdwe. Co., Winnipeg, may have some in stock. "Fresno" wheeled road scrapers are made by the Holt Manufg. Company at Stockton, California. You may be able to get repairs from the Calgary branch of the Holt Mfg. Co. The Dominion Equipment & Supply Co., 1001 McArthur Bldg., Winnipeg, carry a complete line of road making machinery.

S. M. S., Sask. — You can procure "Good Cheer" ranges from the Western representatives of the manufacturers, the James Stewart Manufacturing Co., 156 Lombard St., Winnipeg.

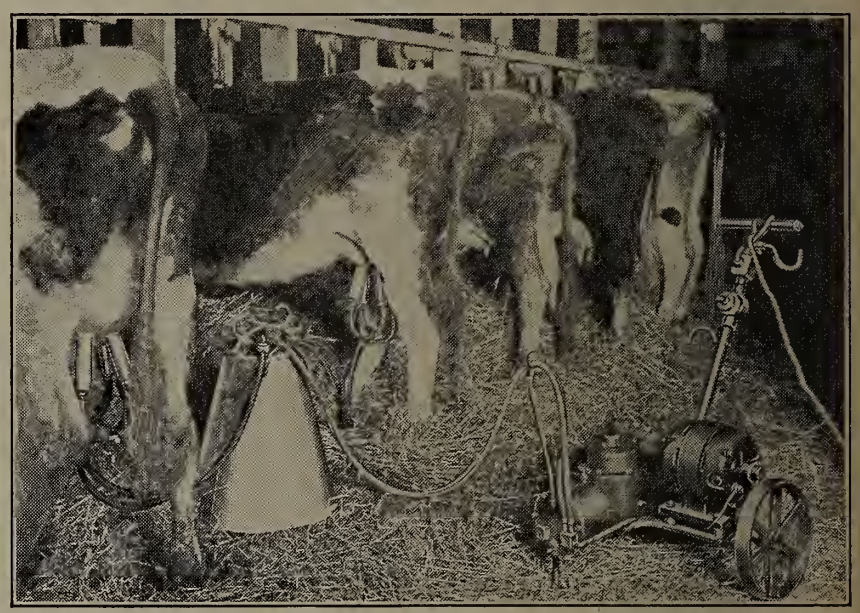
M. B. Co., Alta. — Tongue plate for sulky plow, part R48, is for a sulky made by Deere & Co., Moline, Ill. For part write the John Deere Plow Co., Calgary.

N. H., Sask.—Plow part C200 is for a Hapgood old style disc plow. For part address the Hapgood Plow Co., Alton, Ill.

R. C., Man.—Parts 2LC331, 4LC261 and 4LC 329 are for a superior disc cultivator made by the Moline Plow Co., Moline, Ill. Parts B775 are boxings for a Moline disc harrow. For parts address the John Watson Mfg. Co., Winnipeg.

M. & R., Sask.—Part D70 is the right top half of a bearing box for the Kingman, old style, disc harrow, which is no longer manufactured. You may be able to secure the part from Martin & Kennedy Co., Kansas City, Mo.

S. M. L., Man. — VB11 and VB12 are plates for an old Buckeye feed grinder, as made by the Buckeye Feed Mill Co., now out of business. You can get repairs from Bauer Bros. Co., Springfield, Ohio.



The New Sharples Electric Moto-Milker

A. J., Sask.—Thimble for disc harrow boxing, NH7, is from a La Crosse disc harrow. For repairs address the La Crosse Plow Co., La Crosse, Wis.

O. B., Sask. — Disc harrow quadrants, parts 930R and 930L, are for a disc harrow made by the Grand Detour Plow Co., Dixon, Ill. For replacements write the J. I. Case Threshing Machine Co., Water St., Winnipeg.

W. A. E., Man.—A small engine suitable for driving cream separators and churns is manufactured by the Emerson Mfg. Co., 1425 Whyte Ave., Winnipeg.

P. R., Sask.—The mower with clutch, No. A111, is one of a line made by the Plattner Yale Mfg. Co., Lincoln, Neb. Address that concern for new clutch.

The Electric Milker

On this page we show a photograph of the new Sharples electric Moto-Milker, made by the Sharples Separator Co., which is suitable for dairies with from 8 to 20 cows. With this new type of machine, no gas engine is necessary and most of the parts needed on pipe line milkers are eliminated. There are no pulsators, no gauges, no tanks, no belts, no pipe line, no stall cocks, no springs, and the high speed pump and gas engine are eliminated. Any ¾ K. W. farm lighting plant will run the milker, the power cost, according to the company, being about 2 cents per day.

PLOW SHARES
AT BARGAIN PRICES!

WE GUARANTEE THESE PRICES AND IMMEDIATE DELIVERY.

12" $2.75 14" $3.00 16" $3.25 18" $3.50

f.o.b. Winnipeg Cash with order

We can quote you Best Prices on

Harrows - Packers - Binder Canvases and Repairs - Binder and Mower Knives - Eveners - Hitches - Wood Goods, Etc. Harrow Discs and Rolling Coulters

The John F. McGee Co.

72 HENRY AVENUE WINNIPEG

JUMBO
GASOLINE ENGINES

Over 100,000 in Use

Made In Sizes: 1½, 2½ 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. Get the Agency.

"LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 30 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.

Write Nearest Branch for Particulars

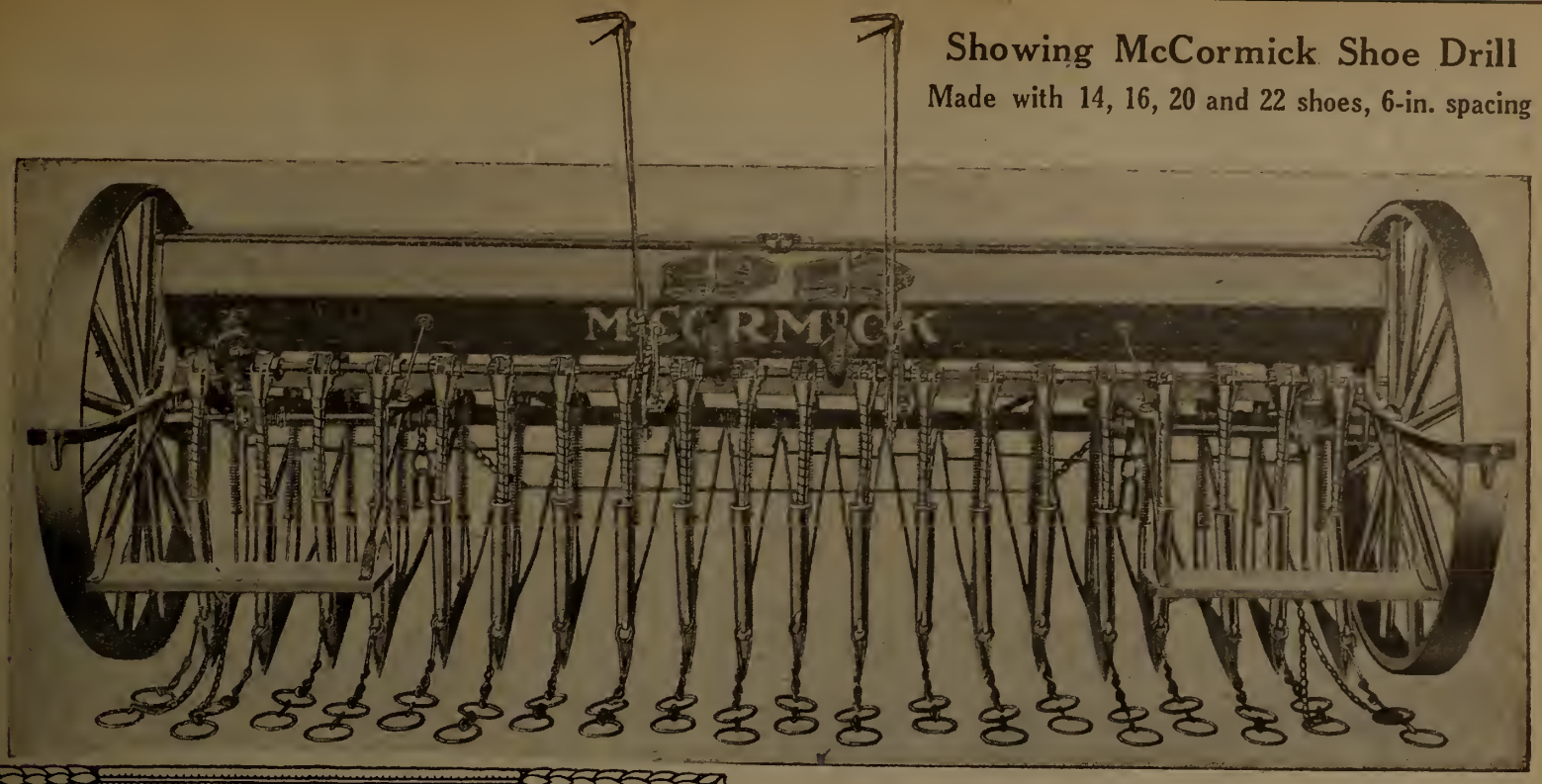
Manufactured by **Nelson Brothers Co.**

Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co., Ltd.

WINNIPEG REGINA SASKATOON CALGARY



Showing McCormick Shoe Drill
Made with 14, 16, 20 and 22 shoes, 6-in. spacing

Your Crop and Income

Poor Drilling
Poor Crops

Deering and McCormick
Drilling—Good Crops

THE thing in which you are interested more than anything else is a good crop, because your income depends upon what you raise—and you and your family depend upon that income for your well-being and happiness. Therefore, you should give careful consideration to the matter of buying a new grain drill, because your crop depends, in a great measure, upon how your grain is planted. In order to sprout sturdily and come up evenly, so that it will ripen at the same time, the seed must be planted at a uniform depth, at moisture, and must be well covered.

Deering and McCormick Grain Drills *drop the seed in front of the seed delivery boot.* In this way the seed is deposited at the very bottom of the seed furrow and there is no chance for the wind to blow any of it away. It doesn't bounce off lumps of earth kicked up by the rear of the furrow-opening disks, as sometimes happens in the case of rear-delivery drills, resulting in the seed being deposited at uneven depths, with some left on top of the ground for the birds. And the delivery boot deflector positively prevents crushing of kernels by the converging of the disks at the apex.

Write to one of the branch houses listed below and ask for a complete descriptive catalog. And, by the way, see your local International agent *now*, so that you will have your drill when you need it.

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA
WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.

TIME FOR SELLING McCORMICK and DEERING GRAIN DRILLS

MAGNIFIED grain values have given a new energy to the trade in good drills. Farmers are keenly aware that every half bushel saved or added counts. They are in just the right mood to heed the many good arguments in McCORMICK and DEERING DRILLS—seed savers, crop increasers.

With our well-laid campaign of advertising, and your efforts on all the prospects you can locate—not to forget the well-merited success and popularity of these drills—you can do much with McCORMICK and DEERING. Begin now. Our advertising in Canadian farm papers is helping you. A sample of this advertising is shown here. See the blockman.

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.

Don't Wait for Spring

Look for the Eagle
—our Trade Mark

THE wise dry-farmer saves the snow if he has been shy on moisture. The wise dealer picks up all the orders he can in Winter and gets early deliveries in an oversold market. Now is a good time to tell the farmer to sell his extra horses, save three months' feed and get a tractor and a Grand Detour Tractor Plow for his Spring work. The Grand Detour Line will have more good, new features next year than ever—there won't ever be anything better—and you'll do your customers a favor by hustling in their orders before the Spring rush.

J. I. CASE THRESHING MACHINE CO.
DIXON, ILLINOIS
Grand Detour Plow Division ***Established 1837***

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Racine, Wis. and all branches
AVERY CO., Peoria, Ill. and all branches
ADVANCE-RUMELY THRESHER CO., INC., La Porte, Ind. and all branches

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 4 WINNIPEG, CANADA, APRIL, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

Now More Than 400 Branches in Canada

CONSTANTLY enlarging our sphere of influence that we may extend to you—our customers—the fullest possible banking accommodations, we have made notable additions to our branch bank system in Canada during this year.

We have more than 400 branches and continue to grow.

ASSETS EXCEED $174,000,000

UNION BANK OF CANADA

HEAD OFFICE :: WINNIPEG

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corpn., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Sell WATSON'S HARROWS

WATSON'S BOSS WOOD HARROWS

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design. Have exclusive features. Easy sellers. Sizes: 78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet; 174 Tooth, 30 feet; 222 Tooth, 38 feet.

WATSON'S All-Steel Diamond Harrows. Made in two weights: 35 and 50 pounds per section. Interchangeable on any diamond harrow draw-bar. The best implement made for cultivating soil around growing grain. Ask for prices and particulars.

Genuine Moline "ACME" Shares

The original soft center share Give perfect wear. Order your stock now.

Repairs for Moline and Janesville Implements

Moline Plows—Moline Disk Harrows—Mandt Wagons and Farm Trucks—National and Mandt Manure Spreaders—Monitor Drills—Moline Engine Gangs—Adriance Binders, Mowers and Rakes.

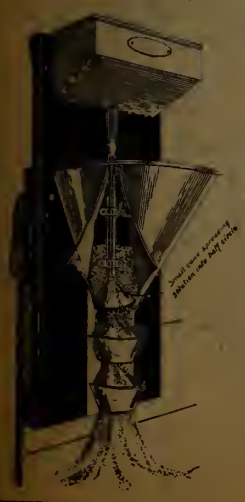
Also Repairs For
Janesville Plows,
Disc Harrows, etc.

SEND US YOUR REPAIR ORDERS

John Watson Mfg. Co. LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

Handy Automatic Pickler



Can be hung on the side of any wall or on the edge of a grain bin or wagon box by interchanging clamp hangers. When not in use can be stored away in a small space.

SIZE AND CAPACITY

Capacity of tank 5 gals. Capacity of hopper 1½ bus. Operating capacity 100 bus. per hour. Size of wood back, 24 in. by 46 in.

CONSTRUCTION

Back is made of 1-in. well seasoned lumber and well braced. Metal parts are 26 gauge.

GENERAL DIRECTIONS

The solution is controlled by a valve underneath the tank, and the grain feed is controlled by the half cone attached to the ½-in. pipe, which slides up and down underneath the valve, and is controlled by a thumb-screw as shown in illustration. Write for 1920 Catalogue Write for Prices

Fitted Plow Shares for Every Plow

The Western Implements Ltd.

1434 Broad Street North, Regina, Sask.

The Strongest Expression

of care for dependent ones is—adequate Life Insurance.

Make this essential provision carefully. Use discrimination.

The closest scrutiny will find no Policies to equal those of

THE GREAT-WEST LIFE ASSURANCE CO.

Dept. "P.16" HEAD OFFICE, WINNIPEG

Announcing A TRIUMPH

1920 McLaughlin Master Six now ready

McLAUGHLIN

LEADERSHIP was ever accorded the victor.

Supremacy is the reward of exceptional merit in all walks of life.

Canada's Standard Car owes its leadership to its inherent merit.

For 1920 the new McLaughlin Master Six more than ever maintains that reputation which has established its Supremacy from coast to coast.

See the new Master Six at the nearest McLaughlin Show Rooms

McLAUGHLIN MOTOR CAR CO. LIMITED
OSHAWA • • ONTARIO

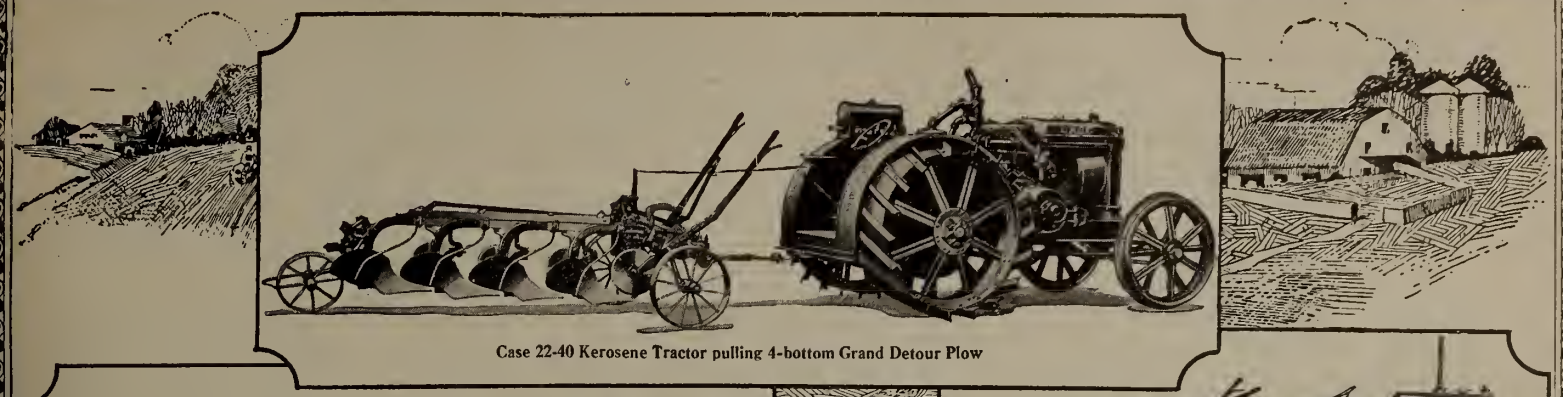
Victorious Roman Chariot 50 B.C.

Canada's Standard Car 1920

McLaughlin Master Six K-Six-45 Extra Special

The McLAUGHLIN MASTER SIX

See the McLaughlin Models at the Nearest McLaughlin Show Rooms



Case 22-40 Kerosene Tractor pulling 4-bottom Grand Detour Plow

Case 15-27 Kerosene Tractor pulling 3-bottom Grand Detour Plow

Case 10-18 Kerosene Tractor pulling 2-bottom Grand Detour Plow

From the Same Maker— Through the Same Dealer— To the Same Farm!

CASE Kerosene Tractors and Grand Detour Plows, designed to fit each other, should be logically sold together and used together. Every buyer of one is a prospect for the other.

Case Kerosene Tractors, standardized in design and simplicity of adjustment and operation, are built with respective ratings of 10-18, 15-27 and 22-40 h.p., for farms of any size.

Grand Detour Plows are built with two, three, four, five and six bottoms. Different shapes of bottoms are available to meet the soil conditions in different localities.

The J. I. Case Threshing Machine Company also builds the following great line of machinery, best drawn or driven by the proper size of Case Kerosene or Steam Tractors:

Grand Detour Double Disc Harrows—5 sizes
Threshing Machines—six sizes
Hay Balers—two sizes
Road Graders—three sizes
Rock Crushers—two sizes

Look for the EAGLE Our Trade Mark

Case Steam Tractors are built in eight sizes, and Case Steam Road Rollers in two sizes. Special descriptive catalogue free to any dealer on request.

J. I. CASE THRESHING MACHINE CO., Inc., Dept. M-4, Racine, Wis., U. S. A.

Making Superior Farm Machinery Since 1842

CASE

TRADE MARKS REG. U.S. PAT. OFF. AND IN FOREIGN COUNTRIES.

POWER FARMING MACHINERY

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to hove it known thot it is not now and never has been interested in, or in any way connected or affilioted with the J. I. Case Plow Works, or the Wallis Troctor Company, or the J. I. Case Plow Works Co.

NOTE: We want the public to know that our plows ond harrows are NOT the Cose plows and harrows mode by the J. I. Case Plow Works Co.

BRANTFORD CARRIAGES

For Style and Long Service

It is a wise man that profits by the experience of others; and if you sell Brantford Carriages to your customers they get a carriage that has won the endorsement of thousands of farmers and other users of carriages.

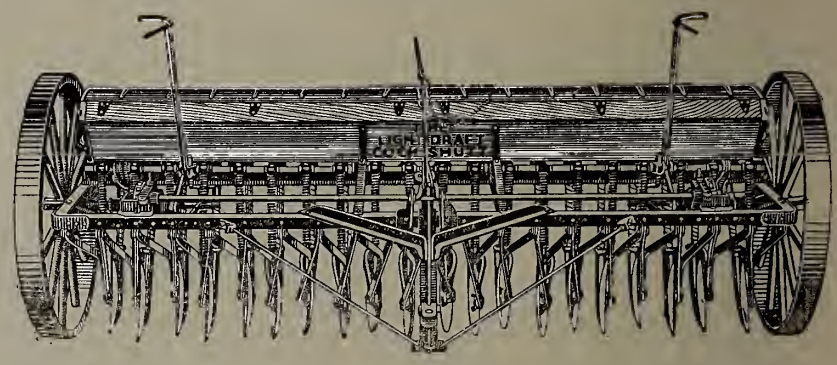
This is the best and safest guide your customer can have in buying a carriage. Choose from the line whose popularity has made it the greatest seller—that's the Brantford Line.

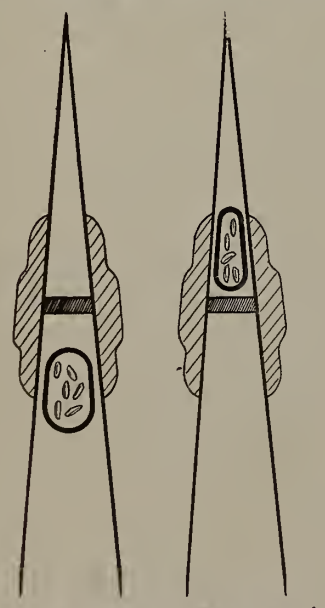
Brantford Carriages are all that long experience, careful study, good materials and high-class workmanship can make them. Every little item which would improve them has received attention, and the carriages we are selling have reached the highest point of efficiency in carriage service.

Ask our nearest Branch House to give you full information on any line in which you are interested.

MORE BUSHELS PER ACRE
— with COCKSHUTT Drills —

Because the grain is deposited in the widest and deepest part of the trench. This permits the seed to spread out so that large, strong roots may form and draw plant food from a large amount of soil.





Cockshutt Improved Method — The Experimental Stage

COCKSHUTT PLOW CO., LTD. were the first Drill Manufacturers to adopt the Double Disc Shoe and after extensive experiments, found by actual tests that seed sown in front of the axle, owing to the very narrow space between the converging disc plates, was liable to be crushed and in damp ground had a tendency to stick to the blades and be carried around to the inside scraper. The great popularity of Cockshutt Drills has conclusively demonstrated the Cockshutt method of depositing the seed in the widest and deepest part of the trench, where the earth is moist, promotes the sturdiest growth and gives the best results.

Cockshutt Plow Company, Ltd.

Winnipeg Regina Saskatoon Calgary Edmonton

CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 4 WINNIPEG, CANADA, APRIL, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

Clearing Tractor Rating of its Legislative Load

By A. A. THOMSON

In view of legal proceedings, which have been instituted in the Canadian West by tractor owners, who claim that the machines which they purchased did not live up to contract form warranty, it is open to question whether the man who takes suit is actually building popularity in a rural district. The average farmer does not respect a fellow agriculturist who is over anxious to seek the assistance of law on any pretext connected with farm machinery, or any other matter.

Would it not be better, as things are to-day, that the farmers and tractor distributing concerns endeavor through friendly co-operation to bring the matter of tractor warranty to a basis which would be satisfactory to both the vendor and purchaser, rather than have present conditions obtain when every suit is only an incentive to a certain class of man to "try his luck" in the courts and return what may be a perfectly efficient tractor on the pretext that it will not live up to an impossible warranty. And this does not happen only in tractor deals. We know of a case where a farmer, in three successive years, returned separators to the companies from whom he bought, always, be it said, finding that the machine was not thoroughly efficient after his crop was threshed. Three companies stood for this and accepted their separators; the fourth did not and won out.

One-Way Amendments

Recent events show that we can depend upon a steady crop of amendments to the existing Farm Machinery Acts. We have seen, in recent weeks, amendments made to both the Manitoba and Saskatchewan acts. We have, however, yet to see an amendment which will vitally better conditions for the vendor. Is it any wonder that the tractor concerns, to quote Artemus Ward, feel that the trade is being "governed too much."

Not only in Canada, but in the United States, sooner or later this question will have to be definitely settled: "Shall tractors be rated by number of plow bottoms or in terms of the number of pounds pull developed at the draw-bar at a given speed?"

In Nebraska there is a law requiring that one model of each tractor sold in the state must be tested for belt and draw-bar power production. While this state testing system has only commenced, it might be that a similar system of tractor tests in Canada, either by provincial authorities or a federal body, would be, in the end, better for the tractor trade than the present impossible guaranty which must be given in provinces where farm machinery acts are in vogue. In Western Canada, as every dealer knows, we have to warrant a tractor to pull so many bottoms continuously in land which has to be specified.

Views of an Expert

As against this trouble-breeding system of warranty, let us quote the statement of Prof. L. W. Chase, of the University of Nebraska, who has charge of tractor tests in that state. In commenting on draw-bar horse-power tests, Prof. Chase says:

"The conditions under which plows are used are so variable that no standard measuring unit could be devised. It does not seem possible to find two fields, or for that matter, a dozen furrows in a single field, which will require the same draft and which will offer the same footing for the tractor. In some tests made by the University of Nebraska, in one of the very level and apparently uniform fields of the state, and with the same engine and the same plows, set at the same depth, the draft was 4.54 pounds per square inch in one soil, and in the adjoining soil 5.49 pounds per square inch of furrow section, a difference of 21 per cent. In another field, with another tractor and another plow, the draft was 8.73 pounds per square inch in one soil and in the adjoining soil 9.59 pounds per square inch, a difference of 10 per cent.

"These figures only indicate the difference in the draft of plow, and do not in any way show the difference in the energy required to move the tractor over the ground."

Yet in selling tractors in Western Canada, we have to give warranty under these very conditions—the varying draft of the plow bottoms under different soil conditions. Continuing, Prof. Chase says:

"In a good hard stubble field, the tractor moves over the ground with a minimum amount of energy. Under such conditions the tractor should develop an ideal amount of horse power on the draw-bar, while in another field, or in the same field a few days after a rain, the ground would be so soft that a large proportion of tractor energy would be required by the tractor in moving the power plant across the field, and not in plowing the soil."

Reasons Against Plow Rating

In the past, by far the greatest percentage of tractors sold in Canada have been rated by the number of plows recommended. Because of the self-evident fact that the power required to pull plows varies according to the resistance of different soils, it is only wisdom, especially where we have to sell under impossible conditions, that the number of plow bottoms being pulled, or kind of implement being used, has no effect upon warranty, which should be rated as pounds pull delivered at the draw-bar. This would set a definite standard for tractor performance, and one that could be readily tested so as to disprove any unjust claims made by either buyer or seller.

The arguments against rating by plow bottoms are easily given, showing the fallibility of selling on this basis:

Soil resistance varies in different soils from approximately 2½ pounds resistance per square inch of furrow section to as high as 25 pounds per square inch. Moisture conditions have a marked effect upon soil resistance. Previous cultivation greatly affects the power required—as in the case of sod against stubble.

Further, depth of plowing is a self-evident factor determining the number of bottoms to be pulled. Improper hitching of the plow has a marked effect upon draft, as does the condition of the plow bottoms—dull or otherwise.

In connection with this question of establishing a standard rating, acceptable in any section, a change in the system of rating, according to one authority, would remove the present element of dissatisfaction arising from the complaint of user that the machine would not pull the number of bottoms claimed for it. This authority states:

"It will eliminate a great service cost each year from the accounts of the manufacturer and dealer who are called upon, time after time, to repair and adjust an engine to pull a proper number of plows."

It will lay the responsibility of over-load and abuse upon the owner, where the responsibility should rest. It will protect each manufacturer from the reflection that his product does not perform as represented.

"The manufacturer can decide with the aid of a dynamometer, just how many pounds at the draw-bar his machine is capable of pulling continuously without damage to the tractor.

"Then he can establish the rating of his tractor in the number of pounds pull, instead of the number of plow bottoms. He will educate his sales organization, his service department, and his dealers that his tractor is rated and guaranteed to pull a certain number of pounds continuously. From that time on his product could be sold on this basis. It would then be advertised, demonstrated, and guaranteed to pull a definite number of pounds at the drawbar."

Most men connected with the tractor business will admit that there is a good deal of complaint in connection with sales. The purchaser alleges inefficiency in operation; the vendor blames the owner, claiming abuse, neglect, improper operation and overloading. Surely we can devise a system of rating to supplant the plow-bottom method, and rating by pounds pull seems logical and

reasonable. If a machine is advertised honestly, using a definite standard for operation and rating, and sold on this basis, it will perform satisfactorily for the farmer, cause the dealer to spend less profit on service and place at least some of the responsibility for overload and abuse where it belongs—on the operator.

Strange to say, in the United States, some of the manufacturers whose machines are sold in Nebraska, felt their machines should not be tested for draw-bar horse power, but for the number of plows they could pull, or the size thresher they could drive. Of course, no exact comparison could be made because plows have different drafts and grain separators require a varied amount of power to operate them. Horse power, it is true, is one of the legal units for measuring power, but for sales purposes pounds pull, so far as tractive effort is concerned, would be advisable.

In a series of tractor tests, held at a college in the United States during January, a rated load test showed the average horse-power (brake) developed by machines of very similar horse power rating. Among 33 tractors tested we have the following twelve comparative sizes, and the average h.p. developed on a brake test. Would not power production at the draw-bar vary even more than these figures on the brake:

12-20 h.p., developed 20.8 h.p.; 12-20 h.p.—20 h.p.; 12-24—24.39 h.p.; 12-25 h.p.—24.8 h.p.; 12-22 h.p.—22.26 h.p.; 12-24—22.7 h.p.; 12-20 h.p.—20.1 h.p.; 12-22 h.p—22.35 h.p.; 12-20 h.p.—20.35 h.p; 12-20 h.p.—20 h.p.; 12-25—24.26 h.p., and another 12-25 h.p.—25.15 h.p.

Grade and Slippage

A factor which also affects tractor performance in number of bottoms is the question of grade. It takes from 1 to 1½ additional horse power to pull an average tractor at the same rate of speed up a grade that rises one foot in every hundred feet. So in connection with grade loads, we must either pull fewer bottoms or decrease the depth of furrow, in both cases being under the penalty of possibly not living up to warranty. Again the pulling power of a tractor equipped with cleats depends upon the shearing surface of the soil. Tests have shown that a short cleat in tough soil pulled more than a long cleat in soil that has been worked a great deal.

We submit that it is practically impossible to devise tests which can be standardized and will measure tractor utility and reliability, but a system of rating can be inaugurated, as regards power production on the pulley and draw-bar, which would go a long way to solve present difficulties. Conditions will not improve without co-operation between the two sides of the case—the tractor merchandising interests and the farmers. Can not the latter be shown the unreasonable clauses of present warranty conditions. It requires no mechanical genius to see the impossibility of their ever being satisfactory. And every legal suit makes a precedent. Will conditions improve if we stay quiescent instead of endeavoring to change existing laws to the benefit of both the buyer and seller of the tractor.

When the Farmer Builds, the Dealer Should Profit

All authorities agree on the fact that there is going to be unusual activity this year in the erection of new farm buildings. For this activity there are many reasons. The western farmer is going into live stock more and more each year. He is finding that even the virgin prairie soil needs to have its fertility returned to it. The best and most economical method is to keep steers, milk cows or other stock and return the stable manure to the land.

Dairying is becoming more popular every year. In the three provinces of Manitoba, Saskatchewan and Alberta, the value of the dairy products increased by well over twelve million dollars between 1918 and 1919. Again, the increasing strictness of government and municipal regulations regarding the conditions under which products for human food are produced is leading many a farmer to reconsider his barns and stables.

Great Demand for Materials

Added to these factors there is, of course, the simple fact that the erection of farm buildings was at an almost complete standstill during the war. There is lots of lost ground to be made up. The supply is still very short of the requirements.

All the companies selling materials used in the erection of farm buildings report unequalled interest. Orders for future deliveries are pouring in; inquiries for prices and information were never so plentiful as they are this year. From lumber yards there comes the report of a heavy demand which almost threatens to exceed the supply. High prices do not appear to be any deterrent, for the reason, no doubt, that farm products, as compared with other goods, are still relatively high in price. This encourages the farmer to start building, while his prices remain high; for the double reason that his buildings cost relatively less than they will later on, and it pays to increase production to the limit, prices being so profitable.

The Implement Dealer's Chance

All over the Dominion there is a growing interest in the subjects of barn construction, stable layout and barn equipment. Naturally, it is at a time when a lot of building or remodelling is being done, that this interest becomes of practical interest to the implement dealer. Then comes his chance to sell roofing, siding and fittings for the interior of the stable. When the farmer has his mind open to new ideas; when he is interested in latest improvements; when he has decided to start with a new and better barn, there is a splendid opportunity for selling him goods that he has hitherto ignored. In no direction is this opportunity more valuable than in selling equipment for the stable.

Barn Equipment A Good Line

In an emergency, the farmer can borrow a neighbor's plough and binder, but he cannot tie his stock in borrowed stalls or stanchions. Equipment of some kind he must buy for himself and he really has only two alternatives. He can build his stalls of wood, and tie the stock in stationary stanchions or cow chains; or, he can instal the modern steel stall with its swinging stanchion and many other advantages.

Every famer who is building a new barn,—never mind how big, or how small; every farmer who is pulling out old stabling, or enlarging old buildings; every farmer whose stable is in a dirty, dilapidated condition, is a legitimate prospect for an order for modern stable equipment. It rests with the implement dealer to get after these prospects and get them interested in modern equipment. The companies manufacturing this class of material carry big advertising campaigns in the farm papers, so that there are few farmers who are not familiar, to some extent at least, with the arguments in favor of steel stalls as compared with wood equipment.

Steel Equipment Economical

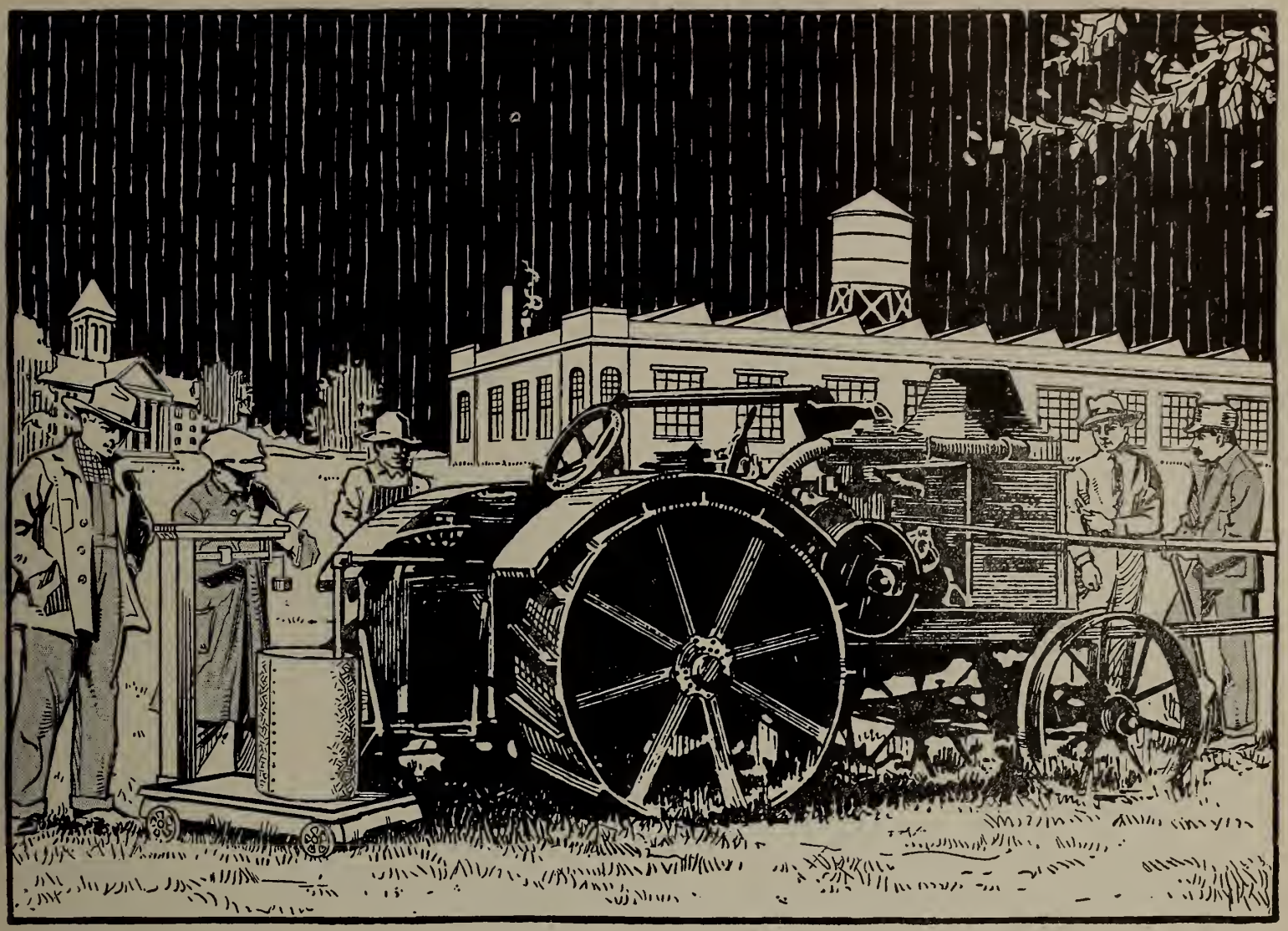
With lumber at its present prices there is practically nothing gained, even where first cost is concerned, by putting in wood stalls. They cost about the same—counting labor—as the steel equipment. Further than that, they are not so sanitary; so comfortable for the stock; easy to handle; easy to keep clean; so durable or so fireproof as steel stalls and cement floors.

Interior of a Modern Barn Fitted with Steel Stall Equipment

These facts are becoming widely known. It is rarely indeed, nowadays, that a farmer builds or remodels and does not put in steel equipment. If he does put in wood, it is generally because he was not approached in time and given the good points of steel stalls before the deed was done.

Sale Possibilities

The agency for a good line of stable equipment is a good thing to have. It has the great advantage of being a line which can be sold to any farmer. A sale may run from forty or fifty dollars up to thousands. A profit to the agent of $300 to $500 on one job is by no means uncommon. On the other hand, a farmer need not be a wealthy man in order to be a prospect. A tractor, for example, is one certain fixed price, and if the farmer is not wealthy enough, or has not land enough, to afford it, he automatically ceases to be a prospect. This is not the case with steel stalls. Whether a farmer keeps two cows or two hundred, he is still a prospect, and can make profitable use of the equipment he needs.



OilPull again breaks World Record

FOR eight years the world's record for fuel economy in tractor motors stood at .7 pounds of kerosene per horse-power hour. It was made at the Winnipeg Tractor Contest in 1912 by the Rumely OilPull tractor.

In January, 1920, this record was broken at the Tractor Fuel Economy Tests held at Ohio State University at Columbus—and it was broken by another OilPull tractor.

The OilPull's new figure of .606 pounds of kerosene per horse-power hour not only exceeds every fuel economy figure ever made by kerosene or gasoline burning tractor motors, but lowers the old OilPull record over 13%.

Again it is a significant fact that this same tractor then went on the maximum load test and developed a reserve power of 40¾% more than its rating.

In addition to all this the same tractor then went through the variable load test and emerged triumphantly with a grade of good plus for close governing.

But even more significant is the economy, dependability and durability of the OilPull as proved by its unequaled record of performance in the hands of thousands of owners since the birth of the tractor industry.

Your prospective tractor buyers want proved economy, proved power and proved performance. No tractor shows a better proved record than the OilPull in all its four sizes, 12-20, 16-30, 20-40 and 30-60 H. P.—that's why most of the 1920 OilPull output is already sold—that's why you should write *today* if you wish to represent the OilPull in your locality.

RUMELY OILPULL TRACTOR LA PORTE IND

ADVANCE-RUMELY THRESHER CO., *Inc.*
La Porte, Indiana

Calgary, Alta. Saskatoon, Sask. 43 Abell Street, Toronto, Ont. Regina, Sask. Winnipeg, Man.

ADVANCE-RUMELY

"HEIDER"

9-16 and 12-20 H.P.
Twelve Years'
Actual Field Work

The best agency proposition in America is Heider Tractors, Rock Island Tractor Tools and "Waterloo" Champion Separators. Heider Tractors have seven speeds, forward or reverse, all with one motor speed and one lever, for traction or belt work. Write for attractive sales offer.

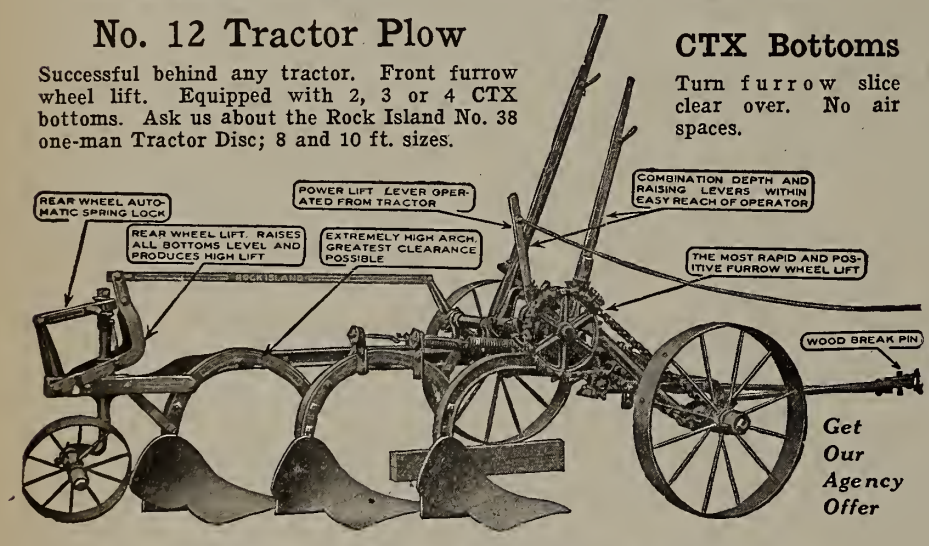
"ROCK ISLAND"

No. 12 Tractor Plow

Successful behind any tractor. Front furrow wheel lift. Equipped with 2, 3 or 4 CTX bottoms. Ask us about the Rock Island No. 38 one-man Tractor Disc; 8 and 10 ft. sizes.

CTX Bottoms

Turn furrow slice clear over. No air spaces.


REAR WHEEL AUTOMATIC SPRING LOCK
REAR WHEEL LIFT. RAISES ALL BOTTOMS LEVEL AND PRODUCES HIGH LIFT
POWER LIFT LEVER OPERATED FROM TRACTOR
EXTREMELY HIGH ARCH. GREATEST CLEARANCE POSSIBLE
COMBINATION DEPTH AND RAISING LEVERS WITHIN EASY REACH OF OPERATOR
THE MOST RAPID AND POSITIVE FURROW WHEEL LIFT
WOOD BREAK PIN
ROCK ISLAND

Get Our Agency Offer

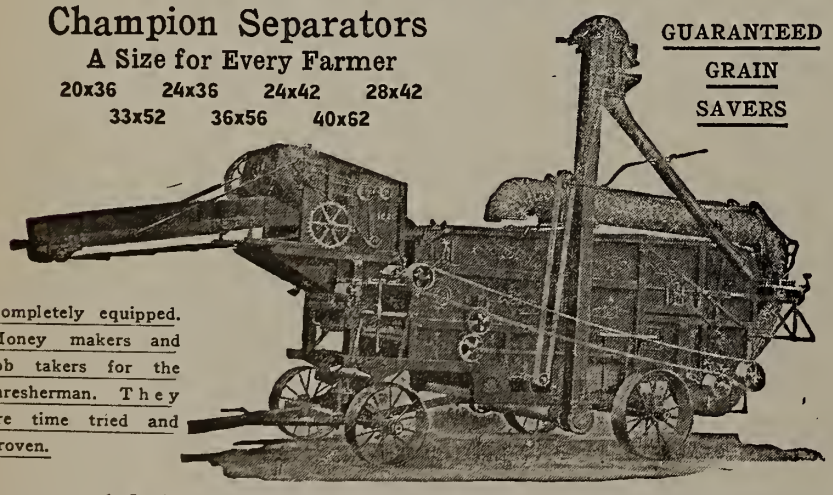
"WATERLOO"

Champion Separators

A Size for Every Farmer

20x36 24x36 24x42 28x42
33x52 36x56 40x62

GUARANTEED GRAIN SAVERS



Completely equipped. Money makers and job takers for the thresherman. They are time tried and proven.

Ask for Catalogues, Particulars and Proposition

Our line comprises: Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, etc.

THE WATERLOO MANUFACTURING CO. LTD.

REGINA PORTAGE LA PRAIRIE SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

In the barn equipment business, there are no second-hand goods to bother with. No repairs need be made. Profit is not absorbed by sales and service expense. The man who instals stable equipment owns his own farm, nine times out of ten. He is, therefore, sound financially and adds permanent value to his assets by the installation of the equipment.

A Line to Consider

A great deal can be done by seeing the farmer alone and getting down to a discussion of the plans for his new or remodelled barn. It is a subject on which a farmer is always glad to talk, when time permits.

When opportunity offers it is easy to put in a few words here and there impressing the advantages of barn and stable equipment. Some of the firms manufacturing stable equipment maintain very efficient architectural departments to assist farmers in building or remodelling, and if the dealer is agent for such a firm he can suggest sending in a sketch of the proposed barn to the company for advice and assistance.

Finally, there is the great advantage about the barn equipment line that it makes good and profitable use of the dull winter months. It is in winter and early spring that these goods are principally sold, except in some cases, for a period in the fall.

Empire Organization Announces Executive Changes

The Empire Cream Separator Co., Bloomfield, N. J., announces that J. H. Colville, former vice-president and general manager, has retired from the company to give his attention to his personal interests. Mr. Colville has been connected with the dairy machinery business for over twenty-five years.

W. H. Birdsall has assumed the presidency of the Empire Co., replacing F. B. Kirkbride, who becomes chairman of the board of directors. Mr. Birdsall has been engaged in engineering production problems in the automobile industry for several years.

The balance of the personnel is made up of H. E. McWhinney, vice-president; C. F. Worthington, treasurer; G. C. Hall, secretary, and L. N. Somes, general sales manager.

Mr. McWhinney well earns the promotion this gives to him in the capacity of vice-president of the company. He has been associated with the Empire Co. for more than seven years, first as assistant sales manager and more recently as works manager. Mr. Worthington has been associated with the Empire Company for over sixteen years, and is a financial expert of rare ability. Mr. Somes, general sales manager, has been connected with the Empire Company in the Eastern States for the past seven years. Prior to joining the company he spent years in every department of the cream separator trade—from expert to divisional sales manager. He has played a considerable part in developing the industry in both the United States and Canada.

One of the reasons for this big expansion program is the fact that the Empire Company is just about ready to announce its new cream separator—The Empire Baltic—"The Separator with the Million Dollar Bowl." It is stated that the new Empire represents, from every standpoint, the summit of efficiency in Cream Separator Manufacture.

PUMPS
AND
Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street, Brandon, Man.

De Laval Milker has Interesting Construction

The De Laval Milker is the result of scientific investigations and experiments, which the De Laval people have carried on for many years. This company has maintained an enviable reputation for service in its dealings with dairy farmers for over forty years and every dairyman knows that service is one of the most important elements to consider in purchasing a milking machine. It would be natural, therefore, says the manufacturer, that thousands of farmers would install the De Laval milker.

The De Laval machine has many exclusive features. Instead of using only one pipe line for both vacuum and pulsations, there is a separate line for each. In the vacuum line a continuous vacuum is maintained, and the impulses which control the action of the udder pulsators pass through the pulsation line. The independent and positive control

of the pulsators gives an alternating full period of vacuum and a full period of pressure in each teat-cup. The period of pressure gives the teat a gentle massage, maintaining healthful blood circulation and keeping the teats and udder in perfect condition.

Another important feature of this milker is the Udder Pulsator, so named because it is placed within six inches of the udder, instead of being located on pipe-line or on top of the pail. This pulsator location results in quick, snappy action on the teat, and fast, thorough milking.

No matter how far away from the Pulso-Pump the milking is to be done, the pulsations are stated to have the same definite, snappy action, due to an exclusive De Laval device known as the Pulso-Relay, which is placed at intervals in the vacuum pipe, and which maintains the intensity of the pulsations throughout long lines of stanchions. This is a novel milker feature.

Another unique feature of the De Laval milker, lies in the fact that it requires no adjustments, everything having been worked out with a view to simplicity. There is nothing for the operator to do but to apply the teat-cups to the cow's teats, and wash the machine. The Pulso-Pump is another special De Laval invention, which both creates a uniform and continuous vacuum in the vacuum pipe-line, and produces the pulsations throughout the pulsation line. The accurate and even alternating action whereby milk is drawn alternately from the front and rear teats, is in exact compliance with the cow's method of producing milk, which is continuous.

The action of the De Laval milker is gentle and soothing to the cow and absolutely uniform at every milking, from day to day, encouraging the cow to give down her milk at each milking freely, and tending to develop a larger milk flow. The teat-cups are of a simple but very effective type. Only one size is needed for all sizes of teats.

The De Laval Separator Company, 165 Broadway, New York, will gladly send a book describing the Milker to any dairy equipment dealer, upon application.

Tractor Warranty in the United States

Lawsuits concerning tractor efficiency in the United States courts are not without interest at the present time when we see similar cases in the Canadian West. The supreme court of Arkansas recently decided that a tractor rated at 16 h.p., and warranted to develop that power, failed in warranty, as eight mules pulled more in a day than this tractor could. Finding that the tractor was not capable of developing its rated power, on this basis, judgment for the purchaser was given.

Another interesting case connected with tractor warranty was recently decided by the Washington supreme court. This sets the precedent that when a dealer sells a tractor knowing what the farmer wants it to do, he impliedly warrants the tractor to do that work and is liable on his warranty, according to the decision of the Washington court. The farmer brought suit for the amounts paid for hiring help during two seasons he had the tractor. The court stated that:

"An implied warranty of fitness will arise if the article is purchased for a particular purpose of which the buyer informs the seller, the rule applying especially if the seller is a dealer in the article."

It takes more than three or four wheels and a motor to make a tractor. Material and design also have a little something to do with it.

"When I sell a De Laval I have made a friend"—W. G. Stewart

(Extract from letter)

"Since holding the De Laval Agency Contract I have found the De Laval Separators very easy to sell, as I find that most of the prospective buyers are disposed in their favor when I canvass them. In fact, some prospective buyers have come into my store ready to buy 'that De Laval Separator' I wrote to them about.

"This shows that the follow-up system works well and many times has the sale all ready to close when the agent meets the prospect. The Users' Signs, too, do their work and help very much to increase sales.

"I find the De Laval Agency both profitable and pleasant work, as when I have made a sale I have made a friend."

W. G. STEWART,
Hagersville, Ont.

There is no better time than right now to send in an application for a De Laval contract. There is more profitable cream separator business with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LIMITED
MONTREAL PETERBORO WINNIPEG VANCOUVER
50,000 Branches and Local Agencies the World Over

Make More Profit

With Less Effort

Let the VIKING build a big separator business for you as it has for thousands of other dealers.

Every time you sell a separator you make a greater margin of profit —if it is a VIKING.

VIKING service to your customers

assures you of a business that will stay with you.

VIKING maintenance guarantee is broad, strong and absolutely fulfilled at all times by the Company.

Live dealers will do well to tie up with the VIKING.

Write us for dealer's .. terms to-day ..

DEPT. A

SWEDISH SEPARATOR COMPANY

WINNIPEG—714 Confederation Life Bldg.

MONTREAL—422 Power Bldg.

With the Manufacturers

The Plowman Tractor Company, Regina, is reported to be reorganized.

The Canadian Oil Companies, Toronto, has increased its capital stock to $3,600,000.

S. H. Ward Jr., of Montreal, has been named liquidator of the Page Wire Fence Co., of Canada, Ltd.

Canadian Tillsoil Farm Motors Ltd., has been incorporated at Montreal by F. G. Bush, G. R. Drennan & others.

Thousands of wooden wheel parts were destroyed recently in a fire in the dryhouse of the John Deere Wagon Co., Moline, Ill.

The Universal Milking Machine Co., Columbus, O., has increased its capital stock to $500,000 and enlarged its sales and advertising staff.

The Pine Tree Milking Machine Co., has been incorporated at Syracuse, N.Y., with a capital stock of $100,000 by H. B., F. K. and G. Babson.

The tractor business heretofore conducted under the name of Henry Ford & Son, Dearborn, Mich., is gradually being taken over by the Ford Motor Co.

The Novo Engine Co., Lansing, Mich., will shortly begin the erection of a two-storey factory addition, 120 x 200, to be used as a machine shop and foundry.

The financial statement presented at the annual meeting of Canada Foundries & Forgings Co., held at Brockville lately, showed an operating profit of $149,623.

Monarch Tractor Sales, Ltd., has been incorporated at Brantford, Ont., with a capital stock of $100,000 by Harold Potts, W. G. Wyllie, Frank Johnston and others.

The Ingersoll Machine and Tool Company, Limited, capital $1,000,000, head office Ingersoll, Ont., will manufacture and deal in tools, hardware, machinery and implements.

The Tractor and Implement Company, Limited, has been granted a dominion charter. The authorized capital is $1,000,000. The chief place of business will be Montreal.

International Laboratories, Limited, head office Winnipeg, capital $25,000, will manufacture and deal in paints, oil, varnishes, also builders' supplies and automobile accessories.

The Economy Harvester Manufacturing company was recently incorporated at St. Paul, Minn., with a capital stock of $250,000, for the purpose of manufacturing harvesting machinery.

D. C. Reeves, tractor sales manager of the J. I. Case Plow Works Co., Racine, Wis., has resigned that position to become domestic sales manager of the Holt Mfg. Co., Peoria, Ill.

Charles L. Russell, for years branch manager of the J. I. Case Threshing Machine Company's Spokane office, has recently joined the sales force of the J. I. Case Plow Works Co., Racine, Wis.

The Parrett Motors Corp., Chicago, has been organized by Dent and Henry Parrett to build and market a two-row motor cultivator. The company is entirely distinct from the Parrett Tractor Co.

The Judson Tractor Co., New York, has taken over the factory of the Standard Process Steel Co., Phillipsburg, N. J., and will make alterations and additions necessary to convert it into a branch tractor plant.

Harry W. Bouck, formerly connected with the service publicity department of the J. I. Case Plow Works Company, Racine, Wis., has been appointed assistant advertising manager for that company.

The Kelsey Wheel Co., Ltd., manufacturers of auto wheels, hubs, rims and stampings, Windsor, are erecting a new building, 50 x 150 feet, to be used principally as a galvanizing and pickling plant.

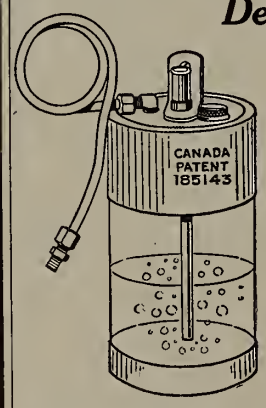
At a meeting of the ensilage machinery department of the National Implement and Vehicle Association, held in Chicago, two belt speeds, 2,600 and 3,000 feet per minute, were recommended for use with silo fillers.

The Stoughton Wagon Co., Stoughton, Wis., one of the oldest wagon and farm implement manufacturers in America, has entered the motor truck field with three models with capacities of 1½-ton, 2-ton and 3-ton.

Articles of incorporation have been filed by the Thomas Economy Plow Share Co., of Minneapolis. The incorporators are William R. Thomas, Oliver M. Johnson and Siver M. Serkland. The company is capitalized at $100,000.

The National Farming Machinery, Ltd., Montmagny, Que., has taken over the plant and business of the General Car & Machinery Works, Ltd., and it is reported will spend about $1,000,000 on extensions and equipment.

Because of greatly increased business, the Oliver Chilled Plow Works, South Bend, Ind., has planned substantial factory additions. A new plant for the pro-



***Dealers:* Sell the "No Knocks" Carbon Destroyer and Gas Saver**

Unconditionally Guaranteed to

1—Stop Engine Knocking from Carbon.
2—Give Greater Power and Pep.
3—Prevent Carbon Accumulating on Valves and Plugs.
4—Eliminate Already Accumulated Carbon.
5—Save 25 to 40 per cent of Your Gasoline cost.

Get the agency for this line—NOW. Every car owner is a prospect. Made in Canada—no exchange to pay. Your territory may still be open. Write:

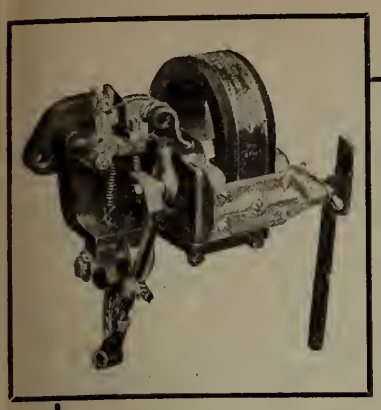
Thomson, McTaggart & Coy.
445 Main St. Winnipeg, Man.

BRANTFORD BINDER TWINE

BRANDS
Gilt Edge, 650 ft.
Gold Leaf, 600 ft.
Silver Leaf, 550 ft.
Maple Leaf, 500 ft.

THERE is no Canadian import duty on foreign-made twines. We compete with the world and our output has increased from 80 tons a year to 10,000 tons. We submit this as proof that our twines are the best.

BRANTFORD CORDAGE COMPANY, LTD.
BRANTFORD, ONT.



THE
DEPENDABLE IGNITION
For Gasoline Engines

WEBSTER
Tri-Polar Oscillator

MORE THAN A HALF MILLION IN USE

Furnished as Regular Equipment by
85 PER CENT OF ALL GAS ENGINE MANUFACTURERS IN THE U.S.

To Safeguard your Trade insist on WEBSTER Equipment

Webster Electric Company
Racine, Wis., U.S.A.

Shinn-Flat

Every progressive dealer in Canada will want the 1920 Contract for Shinn-Flat Lightning Conductors.

Shinn-Flat is recognized all over North America as the most scientific system of Lightning Protection ever devised, having 36 per cent more conducting surface than the same amount of material woven in the form of round cable. In use 27 years.

Sell *Real* Lightning Protection

The easiest selling Lightning Rod on the market, because of its many superior and exclusive advantages. Woven flat—the form all electrical authorities endorse as safest. Absolutely protects property and people from lightning. Lives lost cannot be replaced—but the farmers' buildings, stock and equipment are worth too much money these times to allow him to take chances by not installing Shinn-Flatt. You can sell him.

Dealers—get particulars and agency offer. Ask for solid advertisement to use in your local newspaper.

Write for Booklet and Full Information

Cushman Motor Works
Of Canada, Limited
DISTRIBUTORS
Whyte Ave. and Vine St. WINNIPEG, MAN.

Lightning Can't Strike IF Shinn Gets There First

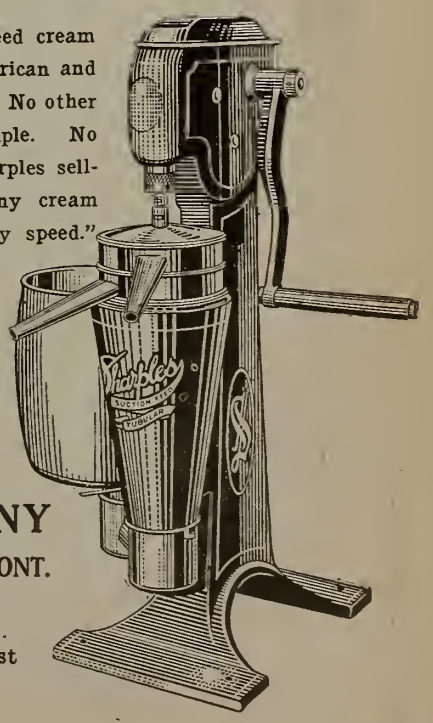
SHARPLES Dealers have the strongest possible selling argument for the Sharples Suction-feed Separator in saying: "It skims clean at any speed."

Dealers know that this claim has been proved time and again by official tests and by agricultural college officials. They can show prospective buyers the actual reports of these tests.

No other cream separator can skim clean at any speed. No other separator dealers dare to claim it. That is the reason for the *success of dealers who handle the*

SHARPLES
SUCTION-FEED CREAM SEPARATOR
"skims clean at any speed."

Sharples dealers have the ONLY suction-feed cream separator, made by the pioneer North American and the world's largest Separator manufacturer. No other separator can adopt the suction-feed principle. No other separator, therefore, has the big Sharples selling feature, the most important that any cream separator can have—"skims clean at any speed."



We will be glad to give any dealer information concerning his territory and the Sharples Contract . .

THE SHARPLES SEPARATOR COMPANY
2368 Dundas Street W. TORONTO, ONT.

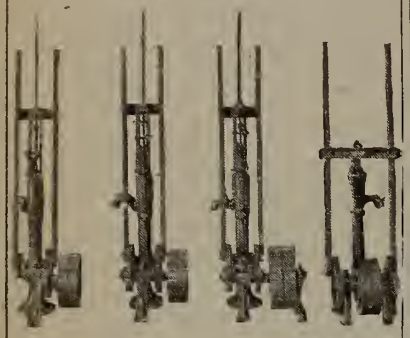
Branches:
Montreal, Que.—304 Notre Dame West
Regina, Sask. —1845 Rose Street

Mr. Dealer:

Are you aware that the Farmers are beginning to know that the Manitoba Line of Pump Jacks

LAST LONGER, ARE CHEAPER,

and fill their wants better than other Jacks?



We have a PUMP JACK FOR EVERY PURPOSE.

You should have one on your floor.

CompressionGreaseCups furnished throughout. All shafts run in liberal bearings with grease cavities to avoid bearings cutting out.

Manitoba Engines
Limited
Brandon Man.

duction of tractor plows is to be built just south of the present plant.

The Ann Arbor Machine Co., Ann Arbor, Mich., has been reorganized under the name of Ann Arbor Machine Corp., with a capital stock of $500,000. Three acres of land have been purchased on which to erect a factory addition.

Nilson Tractor Co., University Avenue, S.E., Minneapolis, Minn., after having gone into the hands of the receiver, has been bought by the Standard Motor Parts Co., Detroit, Mich. One of the small model Nilson tractors is still being made.

An important transaction in the tractor world was concluded at Toronto recently, by which the Chase Tractors Corporation became the Canadian distributors for the Beeman tractor, manufactured by the Beeman Tractor Co., of Minneapolis.

S. C. Johnson and Son, Racine, Wisconsin, manufacturers of Johnson's prepared wax and auto products, have purchased a desirable factory location, an acre and three-quarters in extent, in Brantford, and will build a Canadian plant on this site.

Extensive improvements are being made on the wagon factory of the Moline Plow Co., Stoughton, Wis. The wagon business is reported to be booming as never before. The Moline Plow Co. reports unfilled orders on hand to run the plant for five months.

Increasing its capital from $3,500,000 to $15,000,000 the Avery Co., of Peoria, Ill., is preparing to finance large additions for the expansion of its facilities. The company has purchased a tract of land adjacent to its plant at a cost of $25,000. This gives the company approximately 100 acres of ground.

The Schofield Tractor Corporation, Limited, has been incorporated under the Ontario Campanies' Act, with an authorized capital of $1,000,000. The head office will be at Toronto. The company has acquired from the Orillia Tractors, Limited, the Canadian rights for the Schofield Automotive tractor.

The Montana Tractor Co., Tinley Park, Ill., is preparing to build a branch plant at Peshtigo, Wis. The first unit will contain approximately 40,000 square feet and will be of brick, steel and concrete construction. This plant at a cost of $500,000, is to supply the company's trade in the North-Western States and Canada.

The Engineering Development Co. has been formed at Moline, Ill. F. G. Allen, formerly president of the Moline Plow Co., is president; T. B. Funk, chief engineer of the Moline tractor branch, vice-president, and C. M. Eason, formerly manager of the tractor bearings division, Hyatt Roller Bearings Co., will be general manager.

The Smith's Falls Malleable Castings Co., Smith's Falls, Ont., are completely remodelling and re-equipping their No. 1 plant, which has been closed down for the past six years, and will shortly resume operations in it. In their No. 2 plant they are employing approximately 100 hands. With No. 1 plant also in operation they will have 300 hands. The capacity will be increased from 2,000 to 8,000 tons.

Early Twine Orders Important

Pointing out that conditions indicate another substantial reduction in binder twine prices next year, "Farm Implement News" emphasizes the importance of the dealer getting unconditional twine orders early. Our contemporary states that while the present quotation on sisal is not as low as the minimum price which figures in the average, it undoubtedly is lower than the average. Whether this fact will cause lower prices to be offered before the harvest of 1920 nobody knows. The dealer who renders adequate service to his farmer customers cannot afford to wait until the eleventh hour to buy twine, no matter what the outlook is. He must make provision well in advance of the harvest. Retail prices properly based on the present wholesale quotations represent a large reduction to the consumer, and twine is the only commodity on which he will get such reduction. Present prices are based on the average cost of fibre, which has been quoted all the way from 15 down to 7 cents. This range is because part of the fibre supply was bought at the old monopoly figures and part at the reduced prices since fibre competition was restored.

Open Branch Houses

The Burd Ring Sales Co. Ltd., Winnipeg, distributors of Burd piston rings for auto, tractor, truck and stationary engine use, report that they have opened branch offices at Regina, Calgary and Vancouver. At their branches the company will carry 150 different sizes of piston rings. The Burd factories in the United States manufacture over 600 different sizes of rings.

Salesmanship is something more than a "gas attack."

LISTER
MILKING MACHINE

BRITISH MADE

THE LISTER MILKER has for ten years been in extensive use all over the British Empire. ¶Built by a firm which has been for over 50 years engaged in the manufacture of Farm and Dairy Machinery. ¶In general use in Canada since 1913.

TRIED-TESTED AND APPROVED BY THE CANADIAN FARMER

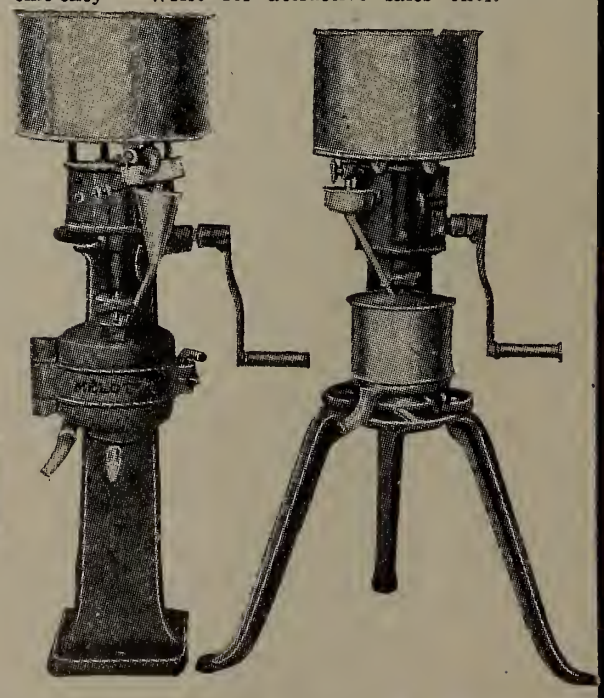
Don't speculate in a milker. Invest your money in the "Lister." For operating the LISTER MILKER we furnish the world-famed LISTER ENGINE, built in the same factory ¶Write for Catalogue and Testimonials.

LISTER ENGINES—British Built and British Quality. Sizes: 2, 3, 5, 7, and 9 Horsepower.

"MELOTTE"
Cream Separators

Twelve Sizes: Capacities, 280 to 1300 lbs per hour

The "Melotte" suspended bowl is self-balancing and frictionless. Spindles revolve on high-grade ball bearings. Gearing is square cut, all enclosed, running in oil on ball bearings. No worm wheels. Superior construction. Unequalled skimming efficiency. Write for attractive sales offer.



THE LISTER LINE INCLUDES:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

R.A. LISTER & CO. (Canada), LTD.

Winnipeg, Man. :: :: Toronto, Ont.

CHASE TRACTOR

Chase power is driving power

Both rear wheels get the same steady driving power

There the Chase differs from other tractors.

It has no differential gears.

No matter what trouble it may get into, what obstacles it meets, however rough or uneven the going may be, the power of the Chase drives **both** rear wheels to **pull through.**

Differential gears add nothing to the operation of a tractor.

They do cause many tractor troubles.

When one wheel strikes an obstacle, the differential throws the power into the other wheel—where it is least needed—and makes the tractor practically a one-wheel-drive machine.

That is why some tractors cannot pull through when they get into holes or bad going. One wheel goes "dead" and the other spins. The power of the motor cannot be used to move the tractor.

So The Chase Stays on the Job

The Chase Tractor, **having no differential gears,** has an equal positive drive on both rear wheels, and thus gets the full benefit of the driving power of the heavy-duty motor.

This means that the Chase is not easily blocked, and consequently stays on the job more hours per day.

Less Strain, Less Wear

And this **no-differential** feature of the Chase insures longer service because it avoids uneven wear of parts.

Even in ordinary plowing on the level, the side-draft has a tendency to make one wheel do more work than the other. A tractor with differential gears cannot pull evenly under that side-draft. It becomes again a one-wheel-drive machine. It gets uneven wear and uneven strain, which must shorten its years of service.

The Chase Tractor pulls evenly—and so wears evenly.

Also Saves Kerosene

It also operates more economicallv—uses less fuel.

For two reasons. First, driving through gears wastes about 10% of the power. The Chase saves that 10%. Second, the even pull requires less power and uses less gas.

This **no-differential** feature of the Chase Tractor is but one of many evidences that the men who make it know what a tractor ought to be. From the heavy-duty Tractor motor to the smallest bolt in its construction, the Chase is "built to build goodwill."

World-wide Industry

Canadians build the Chase—**in Canada.** Canadians build the Chase that is sold in Great Britain and foreign lands—yes, and also in the United States. The Chase institution was created to establish in Canada a world-wide tractor business founded on Canadian principles of doing business. The men behind it, R. J. and W. J. Cluff, are men of high manufacturing ideals. They are exacting in their demands. They want the men who buy Chase Tractors to make money out of them. They are determined that every customer shall receive the service he requires to keep his Chase Tractor always at its best and always "on the job."

You can make Money with a Chase

You will find it to your advantage to deal with an institution with these ideas of service. You will find that the Chase Tractor is a piece of machinery that will gladden your eye. If you haven't seen it, be sure to do so. Or, write for illustrated literature and detailed information. We will send it promptly and tell you where you can see a Chase Tractor.

SPECIFICATIONS

Motor—Buda Model H.T.W. Heavy duty, Tractor type 4 cyl. 4¼" bore, 5½" stroke. Set crosswise of frame. Every part readily accessible. Extra large water passages for cooling. Force-feed lubrication, thorough vaporizing of low-grade fuels. Heated and "water washed" air.

Fuel—Specially designed to burn Kerosene or low-grade gasoline.

Drive—No differential gears are used, the drive being direct from the transmission to outer rim of wheel through bull pinions and gears. Both bull pinions and bull gears cut from forged steel and case-hardened.

Transmission—Fully enclosed and running in oil. Myatt roller bearings. Very simple type. Gears accurately machined from high grade steel.

Chain Drive—Power is delivered to the transmission gears by a wide chain fully encased and running in oil.

Belt Pulley—In direct line with crankshaft—no bevel gears. Located at side—best position for lining up with the machine to be driven.

Control—Driver has unobstructed view. Control levers are simple and easy-working.

Turning-radius—12 feet circle.

CHASE TRACTOR CORPORATION LTD., Toronto, Ont.

Factory Branches at Calgary and 700 Portage Avenue, Winnipeg
WILLIAMS MOTOR COMPANY, WINNIPEG, REGINA

Tractor Sales Possibilities in Western Canada

Since the early days when, here and there, on the far horizon of the prairies one could see the smoke rising from the stacks of the steamers, as they broke the virgin sod or threshed the grain, the tractor market in the Canadian West has increased by leaps and bounds. Few men, even those in the tractor industry, realize the vast potential sales field that exists in the prairie provinces of Canada for the sale of the modern tractor and power farming machinery. The distributor knows what he places in a territory; the dealer knows what he sells in a district, but only by combining all sales can we visualize the great number of tractors which are now being used by the farmers in Western Canada.

The tractor manufacturing industry has developed with the demand. After the mammoth steam outfits came the high power internal combustion tractors. Time passed; the vast areas were broken and the tractor was still further developed so as to fit the needs, and meet the purse, of the individual farmer, whether handling eighty acres or a section.

To-day Western Canada, that vast prairie country well named the "Last Great West," has an occupied farming area of 5,624,000 acres, with approximately 225,000 farmers — and still has an enormous acreage unsettled and untilled. During 1919, on a conservative estimate, there were no fewer than 25,000 tractors in use in the Canadian West. Of these some 5,000 were purchased in 1917, about 7.500 in 1918, and close to 9,000 in 1919. Taking the average annual demand, and assuming that sales increase in the ratio of past figures, guaranteed good crop conditions, no less than 10,000 tractors should be sold in Western Canada during 1920. During 1919, at a conservative selling price per unit, the farmers of the prairie provinces absorbed tractors to the value of approximately $14,500,000.

During 1919 the tractor production in the United States totalled over 175,000. In Canada it was approximately one thousand. The estimated tractor production in the United States for 1920 is 300,000 machines.

Tractors Sold in Western Canada in 1919

Horsepowers	*Number*
8-16 to 10-20 H.P.	4,791
11-22 to 12-25 H.P.	1,487
14-28 to 16-32 H.P.	2,011
17-34 to 20-40 H.P.	374
22-45 H.P. and over	181
Total Gas Tractors	8,844
Steam Tractors, all sizes	104
Total all Tractors	8,948

A Vast Variety

Accurate figures secured by an investigator from practically every tractor selling organization in Western Canada show that 8,844 gas tractors were sold in this territory last year, and 104 steam tractors. There were 53 different makes of tractor sold, some of the large concerns selling as many as five different horse-powers—machines varying from 8-16 H.P. to 30-60 H.P. The accompanying table shows the sales as regards horse-power, the greatest demand being for tractors varying from 8-16 to 10-20 H.P., next in line being those of 14-28 to 16-32 H.P.

Had crop conditions been good in all three provinces, there is no doubt that the tractor sales in Western Canada during 1919 would have considerably exceeded the figures shown. The total gas tractor sales by Provinces last year were as follows:

Manitoba—3,627.
Saskatchewan—3,514.
Alberta—1,703.

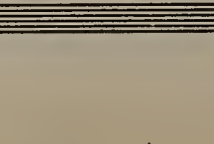
In popularity of demand, as regards design, four-wheel tractors lead, but all types were sold—three-wheeled, two-wheeled and track-laying types. The fact that only 104 steam tractors were sold shows the popularity of the internal combustion tractor in no uncertain way.

From these figures it is evident that the greatest demand exists for light weight, medium power machines. It is almost impossible to compute the total value of the tractor trade in Western Canada in 1919, for in so many cases, along with the tractor were sold grain separators, tractor plows, tractor discs, and other units embodied in the modern demand for power farming equipment.

What are the possibilities ahead of the dealer for tractor sales? In Western Canada they are practically unlimited. Of the 225,000 farms in operation, assume that only 50 per cent of the farmers not now using tractors are prospects, and we have a potential sales field ahead of us for 100,000 tractors. Add to this the annual replacement demand, and one gets some conception of the enormous market for tractors in the Canadian West—a demand unequalled in any other single agricultural area on the North American Continent.

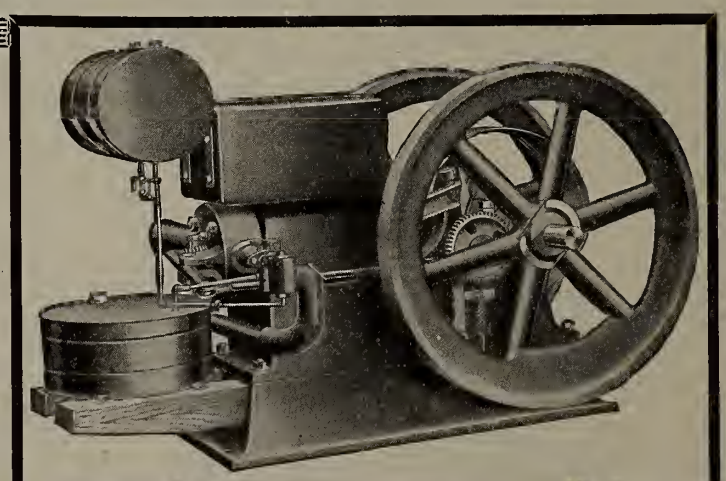
In the process of developing

WANTED—Salesman with car to sell "Taco" Governors for Fordson Tractors on liberal commission basis. Over 200,000 Fordson Tractors in field without governors; governor is a necessity for belt and field work. This is a money-maker you cannot appreciate without getting full particulars.
Write us
THE TRACTOR APPLIANCE CO.
New Holstein, Wisconsin



LONDON CONCRETE BLOCK MACHINE
makes concrete blocks in all sizes and designs.
Concrete Blocks are suitable and economical for building dwellings, stores, barns, factories, and foundations.
The machine will save the price of itself in one dwelling. Send for Catalogue No. 3.
Agents Wanted in all Unoccupied Territory
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery.

DISTRIBUTORS—
Here's Your Opportunity!
You can assume leadership in the Farm Engine field in Western Canada right now by securing our complete line of
"EVER-READY" KEROSENE ENGINES
Stationary — Hand Portable — Horse Portable
Sizes: 2, 3, 4, 6, 8, 12, 16, 22 and 30 H.P.



Fully Guaranteed — Reasonable Price — Quality Construction

"Ever-Ready" Kerosene Engines are specially designed and built for the use of kerosene, distillate and all low grade fuels. Have been in use for 33 years. Built right, and in quantity, so you can secure big business at quantity prices. They will get you the business.
Our Type "W" gives the distributor a complete line. Look at the range of sizes. Equipped with Bosch high-tension magneto—the best ignition device made.
Correctly designed; properly built; very economical in operation. Every part interchangeable. A LIFETIME GUARANTEE against defects. Regularly furnished in stationary style on skids; iron sub-base supplied at small additional cost. Sold also as a Portable, using a heavy, all steel farm truck. Their in-built quality will appeal to every farmer.
IMPORTANT—We can make carload shipments from stock and carry a complete line of repairs for all sizes.

"Ever-Ready" Saw Rigs
Practical, safe, easy to use, low in price. With 4, 6, 8 and 12 H.P. engines. Drag type. Lever-controlled. Friction clutch. One man operates.

Write or Wire for Complete Details
If you are in a position to handle our proposition do not delay. Our offer will appeal to you.
EVER-READY ENGINE WORKS
374 Notre Dame W. MONTREAL, Que.

Cletrac
TANK-TYPE TRACTOR

Added Power — No Increase in Weight
Wider Tracks - Lighter Tread-Stronger Ground Grip

More kinds of Work
More days in the year

Are You Ready For The Rush?

BECAUSE of the hard winter and heavy snowfall, it is going to require an unusual lot of rush work to get the seed in the ground early enough this season. Spring is almost here. Farmers everywhere are, right now, studying up ways to get their crops in early.

Most farmers already know the Cletrac favorably and our advertising is winning new Cletrac converts every day. Our big March advertisements in the leading farm papers told about the *improved* Cletrac with wider tracks, the exclusive steering device and the new water air cleaner.

The demand for Cletracs is growing fast. A lot of Cletracs will be bought in your vicinity within the next few weeks. You can easily get *your* share of the orders and your share of Cletrac profits if you are ready to do your part.

You can't get back of the Cletrac too strongly. It is the tractor that can be *first in the field.* Talk Cletrac's all-round handiness—that it can do more kinds of work more days in the year than any other tractor. Every farm, big or small, soft or sandy, wet or dry, needs a Cletrac or more than one. Selling Cletracs is easy work this spring and you are going to get big pay for every bit of time and effort put into Cletrac sales.

You can't afford to delay. Get ready for the rush. Get a Cletrac agency. Get four or five Cletracs on your floor and have others coming to you on order. Call on every man in your locality who needs a Cletrac and talk Cletrac's advantages to him before May 15th.

If you are not a Cletrac dealer now, write for our dealer offer. We have a liberal proposition for you.

The Cleveland Tractor Company of Canada Limited

Head Office
WINDSOR, ONTARIO

Western Sales Office
REGINA, SASK.

this demand, manufacturer, distributor and dealer must co-operate. In the final analysis, no one should know better than the dealer the latent tractor demand in a rural district. The time is past when the implement dealer can afford to ignore the tractor. He must keep abreast of progress. With the tractor goes the sale of plows, discs, separators, and the various types of tractor tools. In addition, the market for tractor supplies and accessories is almost unlimited: spark plugs, magnetos, carburetors, piston rings, bearings, belting, ignition cable, clutch facings, fittings, grease cups, gasoline, kerosene, oils and greases, drive pulleys, head-lights, hitches, steering devices, oil tanks, etc., etc., are all natural adjuncts to the sale of the modern tractor. The tractor dealer must also be a tractor supply dealer.

Will we smash the 1919 tractor sales record in Western Canada during the coming season? Mr. Dealer, the answer is up to you. What will 1920 show?

New Plymouth Catalogue

We recently received from the Plymouth Cordage Co., North Plymouth, Mass., a copy of their new catalog of rope and cordage. This catalog has over 100 pages and is attractively bound, the high grade paper used showing up many fine half-tone illustrations to advantage. A fine frontispiece shows the two plants of the company, at North Plymouth and Welland, Ontario.

Cordage terms and definitions are carefully explained, close up views showing the different methods of twisting in forming the product. Different fibres are illustrated, and the machines used for testing breaking strength. A wealth of information is given regarding Plymouth ropes, sizes, lengths, weights and strength being tabulated. The engravings showing the various brands are excellent. A useful section deals with the use and care of rope. Among the items covered are, Manila cordage, Sisal cordage, Sisal yarn, hemp cordage, New Zealand cordage, binder twine, etc. Dealers handling rope and binder twine should find the new Plymouth catalog invaluable for reference purposes, as it is practically a text book on the subject of rope and cordage.

Come to think of it, implement dealers get a lot of advice that they could get along just as well without.

"EAGLE" STRAW SPREADERS

The Machine That Western Canada Requires

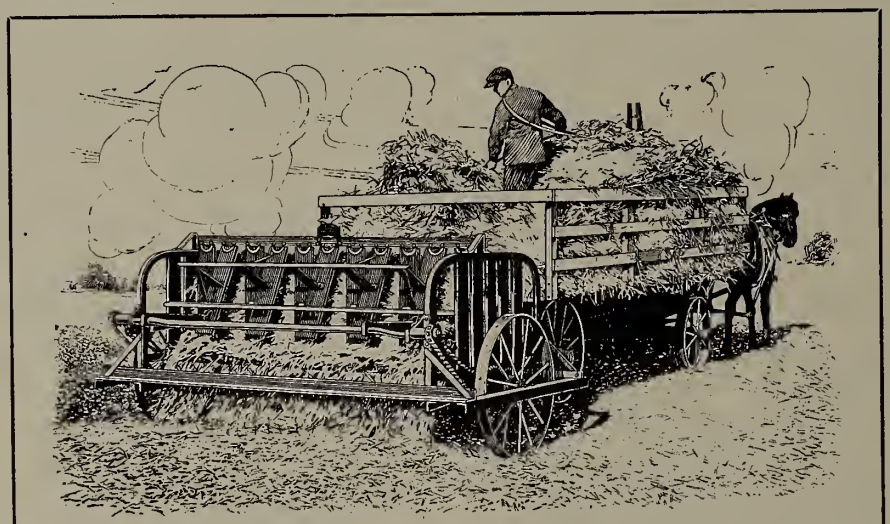
Prevents Soil Blowing

□ □ □

Conserves Moisture

□ □ □

Gives the Straw Back and Enriches the Soil



Spreads from 15 to 20 Acres Per Day

□ □ □

Increases the Wheat Yield

Mr. DEALER: Be the Leader in Your District

West Canadian farmers must conserve soil fertility. Straw burning is a national waste. Straw is a richer fertilizer than manure, as regards crop producing elements. It has a value of $4.00 to $6.00 per ton. One ton of straw absorbs two tons of water.

Show your customers how the "Eagle" Straw Spreader will increase their incomes from $10 to $25 an acre. Straw spread the "Eagle" way enriches the soil, holds all available moisture, acts as a mellower and absolutely prevents soil blowing.

The "Eagle" spreads in any desired quantity, in a swath 8 feet wide. The straw, in any condition, is torn loose and shredded, and delivered close to the ground so it cannot be blown away. Strongly built, the "Eagle" never catches, clogs or chokes. Geared from, and runs on, its own wheels. Can be hitched to any kind of wagon or hay rack.

Expert Opinions

PROF. C. B. WALDRON, North Dakota Agricultural College: "There is no question as to the value of straw when spread on cultivated land. If there were some cheap and practical way of applying it to the soil, there is no question but that the yield would be materially increased."

Now is the Time to get this Valuable Agency

The "Eagle" spreads straw in 1/5th the time required by hand, and spreads it smoothly. The lightest pulling spreader made. No strain on the wagon. There is money for you, Mr. Dealer, in selling the "Eagle." Don't delay, but SECURE YOUR TERRITORY AT ONCE.

Sole Canadian Distributor:

HENRY RUSTAD

416 Corydon Ave. WINNIPEG, Man.

By Men Who Know

PROF. E. E. BRACKEN, University of Nebraska: "We feel there is a place for the straw spreader, and are strong advocates for its use."

PROF. A. ATCHINSON, University of Montana: "We are testing out the various ways to prevent winter-killing in wheat, and expect to use a straw mulch."

Retail Association Forms Implement and Automobile Section

The work of the Saskatchewan branch of the Retail Merchants Association, has now been very considerably extended by the addition of an implement section, at the provincial office, Saskatoon. This section which has been formed specially to look after the interests of the implement and automobile dealers in Saskatchewan, is in charge of Harry Pizzey, who has had wide experience in the implement trade and is also an experienced accountant.

In the course of his work he will endeavor to secure the necessary data in order to compile a comparative statement showing how the margins of profits allowed to the implement dealer have decreased during the past five years. While the price to the consumer has been gradually increasing, it is claimed that the margin of profit allowed to the dealer has not increased in proportion to this increased price and the continually increasing expenses of carrying on business. In addition to this, Mr. Pizzey will, in the course of his travels, give any assistance that may be required to the dealers with whom he comes into contact.

Mr. Pizzey, says the association, will eventually devote more of his time to actual organization work with a view to increasing the membership of the association amongst the implement and automobile dealers of Saskatchewan to as near 100 per cent of those engaged in these lines of business as possible.

The Saskatchewan branch of the Retail Merchants Association ask implement dealers to take advantage of this new department by drawing to their attention any matter of interest to the implement and automobile trade which they consider should be taken up and dealt with.

Straw Alcohol as Tractor Fuel

That versatile gentleman, Henry Ford, states that he is now successfully experimenting with alcohol as a tractor fuel to replace gasoline. "I am now making the best fuel for my tractors out of straw," said Mr. Ford. "I am putting up a $35,000 plant to manufacture alcohol from straw, just to show that it can be done."

In these Sahara-like days, this arouses the thought that if Henry's alcohol is of the right variety, and can be assimilated by the human engine, farmers are going to have a problem in keeping the hired man away from the fuel tank on the tractor. Special cap locks will have to be part of the regular equipment.

Better Threshing—Better Satisfied Customers with the Grain-Saving Wind Stacker

The Grain-Saving Stacker originated with the Indiana Manufacturing Co., Indianapolis, Indiana, who also originated the Wind Stacker.

The Grain-Saving Wind Stacker saves the grain wasted in the ordinary process—puts it in the sack where it belongs, and not in the stack.

This means better satisfied customers.

The Grain-Saving Wind Stacker has given such satisfaction, in fact, that farmers now demand and insist upon having it on their threshing jobs.

See that your threshermen customers get the most efficient improvements for saving the grain. Manufacturers of the famous separators equip with the Grain-Saving Wind Stacker. Write to any of the list below for full information.

See that this trade-mark—in colors—is on each side of the Wind Stacker you buy or hire. It indicates the Grain-Saving Wind Stacker

LIST OF MANUFACTURERS

Canada

Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ont.
Dominion Thresher Co., Ltd., New Hamburg, Ont.
J. B. Dore & Fils., Ltd., Laprairie, Que.
Ernst Bros. Co., Ltd., Mt. Forest, Ont.
John Goodison Thresher Co., Ltd., Sarnia, Ont.
Hergott Bros., Ltd., Mildmay, Ont.
MacDonald Thresher Co., Ltd., Stratford, Ont.
Sawyer-Massey Co., Ltd., Hamilton, Ont.
Stewart Sheaf Loader Co., Ltd., Winnipeg, Man.
Wallace Machine Works, Ltd., Sussex, N. B.
Waterloo Manufacturing Co., Ltd., Waterloo, Ont.
R. Watt Machine Works, Ltd., Ridgetown, Ont.
George White & Sons Co., Ltd., London, Ont.

United States

Aultman & Taylor Machinery Co., Mansfield, Ohio
Avery Company, Peoria, Ill.
A. D. Baker Company, Swanton, O.
Banting Manufacturing Co., Toledo, Ohio
Batavia Machine Co., Batavia, N. Y.
Cape Mfg. Co., Cape Girardeau, Mo.
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Co., St. Johnsville, N. Y.
Ellis Keystone Agricultural Works, Pottstown, Pa.
Emerson-Brantingham Co., Rockford, Ill.
Farmers Independent Thresher Co., Springfield, Ill.
A. B. Farquhar Co., York, Pa.
Ferdinand Machine Works, Ferdinand, Ind.
Frick Company, Waynesboro, Pa.
Harrison Machine Works, Belleville, Ill.
Huber Manufacturing Co., Marion, Ohio
Illinois Thresher Co., Sycamore, Ill.
Keck-Gonnerman Co., Mt. Vernon, Ind.
Leader Tractor Manufacturing Co., Des Moines, Iowa
Link Mfg. Co., Kansas City, Mo.
Minneapolis Threshing Machine Co., Hopkins, Minn.
Port Huron Engine & Thresher Co., Port Huron, Mich.
The Russell & Co., Massillon, O.
Russell Wind Stacker Co., Indianapolis, Ind.
Sawyer-Massey Co., Ltd. (U. S. Agency), Moline, Ill.
Southwest Mfg. Co., Oklahoma City, Okla.
Swayne, Robinson & Company, Richmond, Ind.
The Westinghouse Company, Schenectady, N. Y.

Its Simplicity Sells the Farmer

When a farmer buys a Tractor he shuns complicated machinery—new fangled freaks. He sticks to Simplicity because he knows that in order to make his Tractor "pay dividends" he must get a full day's work out of it at every time he needs it. Simplicity is the keynote of the Eagle Twin-Cylinder, Kerosene Tractor—Simplicity of design and operation. Little to get out of order and that easily adjusted, because easy to get at—easy to correct.

EAGLE

These Features--Simply Great

Look at the clutch—nothing could be simpler and more accessible than the powerful friction clutch. It is so made that any man can take it apart and put it together quickly.

Observe the large door on the crank case—opened in a moment and giving easy access to the connecting rod and crankshaft bearings.

The oiling system is the acme of simplicity and economy. It costs less to lubricate the Eagle Tractor than any other—one-third the cost of many tractors.

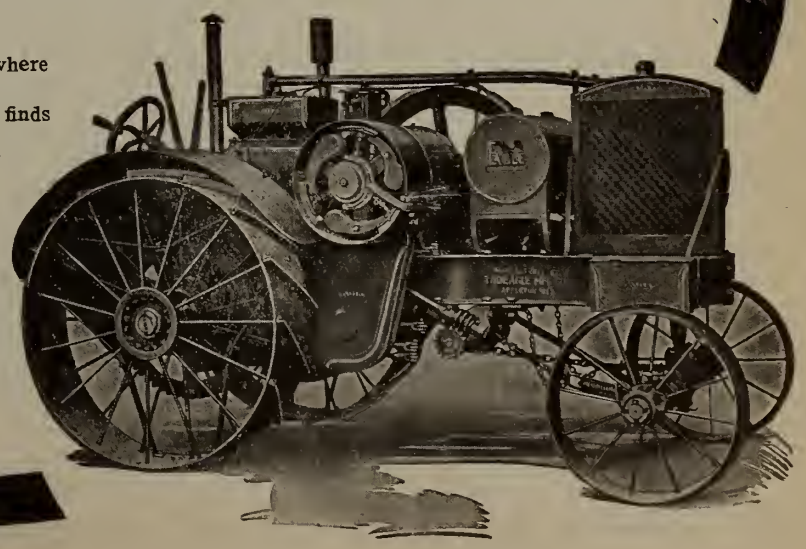
Always Ready For Work

Eagle Tractors are wonderful sellers and trade builders. Farmers everywhere are satisfied with them because they are Simple and Reliable.

Another thing—Service is seldom needed on the Eagle because the farmer finds repairing so simple a job that he does it himself rather than delay.

Built in 3 and 4 Plow Sizes

Write for Attractive Dealers' Proposition for 1920



EAGLE MANUFACTURING CO.
670 Winnebago Street, Appleton, Wisc.

Jackson Machines Ltd.
Saskatoon

Distributors for Sask.

Lower Twine Prices for 1920

About the middle of March the binder twine prices for the Western Canadian trade of 1920 were announced by the leading producing concerns selling twine in this territory. Last year twine prices, as applied to twines manufactured in the United States, were based on the prices fixed by the United States food administration in December, 1918. The reduction in the twine prices this year is, of course, due to the great decline in the cost of fibre. The wholesale rates are given in every case.

International Harvester

Following is the schedule of the International Harvester Company of Canada:

	Per lb.
Sisal and Standard (500 ft.)	17¾c.
Standard Manila (550 ft.)	19¼c.
Manila (600 ft.)	20¾c.
Superior Manila (650 ft.)	21¾c.

The above prices are f.o.b. Fort William, Ont. On orders for 24,000 pound orders a discount of ¼ cent is allowed, and on 12,000 pound orders a discount of ⅛ cent. The cash discount is 5 per cent off for cash.

Comparing this with last year's quotations, we find the following as 1919 prices on twine manufactured by the International Harvester Company:

Prices in 1919—Standard, 22c. a pound; Standard Manila, 23¾c. a pound; Manila, 25c. a pound; and Superior Manila, 26½c. a pound. This gives a reduction on the 1920 twine of the following: Standard, 4¼c.; Standard Manila, 4½c.; Manila, 4¼c.; Superior Manila, 4¾c.

Plymouth Cordage Co.

The schedule of the Plymouth Cordage Company is as follows:

	Per lb.
Sisal and Standard (500 ft.)	17¾c.
Extra (550 ft.)	19¼c.
Superior (600 ft.)	20¾c.
Gold Medal (650 ft.)	21¾c.

Above prices are f.o.b. at Fort William, with a discount for quantity of ⅛c. per pound on 10,000 pound lots and ¼c. a pound on carload lots. The cash discount is 5 per cent.

Plymouth prices in 1919 were as follows: Standard, 22c.; Extra, 23¾c.; Superior, 25c.; Premax (650 ft.), 26½c. This then gives the same reductions per pound on 1920 twine as in the case of the International, as quoted above—a drop of from 4¼c. to 4¾c. per pound in the case of the various brands.

In the United States the prices issued by those two producers are 15c. for Standard and 16½c. for 550 feet twine, quotations being based on factory shipment. The difference in price is due to the rail and water freight to the head of the lakes, and also takes care of the exchange which affects the purchase of imported twine this year.

During 1919 Canada imported, from the United States, binder twine to the value of $3,840,570.

Prison twine prices in the United States are also low this year, Wisconsin quoting 500 ft. at 13¾c. and 600 ft. at 17¾c. a pound. The Minnesota State Prison quotes Standard 500 ft. at 13¾c. and sisal, 500 ft., at the same price; Manila, 600 ft., being quoted at 16¾c. Prison-made twine cannot be sold in Canada.

Brantford Cordage

The Brantford Cordage Co., Brantford, Ont., issued its twine prices the first week in March. On their four Maple Leaf brands of binder twine they announce the following wholesale prices for the season of 1920, all prices, however being subject to change without notice:

	Per lb.
Gilt Edge (650 ft.)	21¾c.
Gold Leaf (600 ft.)	20¾c.
Silver Leaf (550 ft.)	19¼c.
Maple Leaf (550 ft.)	17¾c.

The Canadian prices are, therefore, exactly the same as for imported twines. On the Brantford twines a rebate of ⅛c. per pound is allowed on 10,000 pounds and over, and ¼c. a pound on orders of 24,000 pounds, subject to a cash discount of 5 per cent.

In connection with the Brantford twines, on the basis of the

Massey-Harris

Ads That Help the Implement Dealer

THE Advertisements reproduced above are a few of a series now appearing in all of the leading Farm Papers.

Every Implement Dealer realizes how much easier it is to sell a well advertised line of implements. This is because the "Prospect's" mind has been favorably impressed by the reading of the Ads, and in fact, in many cases, the reading of the Ads creates your "Prospect."

This Farm Paper Series, together with our Direct-by-Mail Advertising, consisting of numerous attractive folders are a powerful factor in preparing the way for the Massey-Harris agent, and in making it easy to sell Massey-Harris Implements.

No need to explain who Massey-Harris is, and what the name stands for. It is known to all farmers and stands for the best in Farm Implements, and has done so for generations.

Applications for representation in vacant territories should be addressed to the Manager of the Branch nearest you.

MASSEY-HARRIS COMPANY, LIMITED

HEAD OFFICE - TORONTO, ONT.

Branches at—Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current, Yorkton, Calgary, Edmonton. *Transfer Houses at*—Vancouver and Kamloops.
Warehouses at many other points.

Ten balls of Plymouth twine are baled together for shipment. This fifty-pound bale is covered with heavy burlap and lashed with rope of a quality that may be used for many purposes on the farm. Many farmers utilize these lashings for halters, hitch ropes, etc.

Most Sales with Least Effort

PLYMOUTH dealers don't have to *sell* Plymouth Twine. Farmers *buy* it.

The extra value and high quality take care of that.

Farmers appreciate the dependable service and the full, dollar-for-dollar value which they get from Plymouth.

This hearty appreciation reflects itself profitably in the ready repeat sales which follow the first order, year after year.

And back of the twine itself is a cooperative sales service and a reliable organization—with one aim in view—the boosting of dealer sales.

Tie up with Plymouth—it's profitable

Plymouth Cordage Co.
Welland, Canada

Canadian Distributing Agencies

W. G. McMahon
(Representing Lindsay Brothers)
Winnipeg, Man.

Hobbs Hardware Co., Ltd.
Toronto, Ont.

5-6

PLYMOUTH TWINE

Best Track of Them All

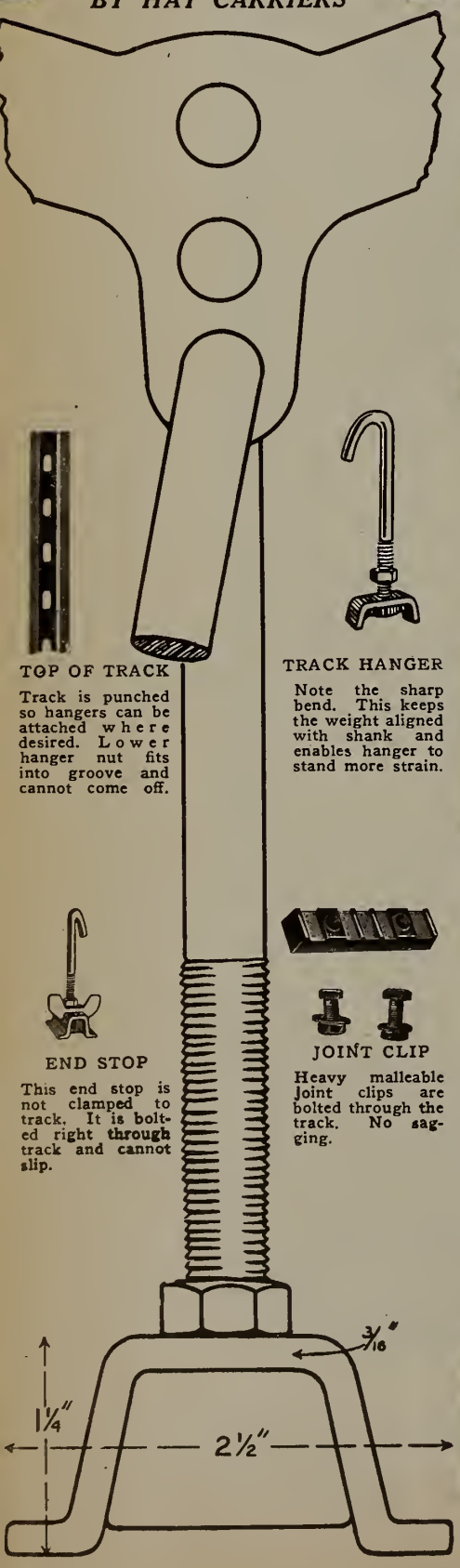
The BT Single Rail Steel Track is the heaviest hay track made. It weighs 2 2/3 lbs. per foot, which is half a pound more than other tracks. It will carry the heaviest load of the biggest sling car. We guarantee it to carry a ton with three-foot spans.

For other information about BT Hay Carriers write to

BEATTY BROS., LTD.

Winnipeg, Man. Fergus, Ont.
Montreal, Que. St. John, N.B
Edmonton, Alta. London, Ont,
Vancouver, B.C. London, Eng.

BT HAY CARRIERS


TOP OF TRACK
Track is punched so hangers can be attached where desired. Lower hanger nut fits into groove and cannot come off.
TRACK HANGER
Note the sharp bend. This keeps the weight aligned with shank and enables hanger to stand more strain.
END STOP
This end stop is not clamped to track. It is bolted right through track and cannot slip.
JOINT CLIP
Heavy malleable joint clips are bolted through the track. No sagging.
3/16"
1¼"
2½"

number of feet of twine per dollar the difference is in the favor of 600 foot and 650 foot twines.

Last year the Brantford Cordage Company quoted three twines: Maple Leaf, 500 ft., at 21½c.; Silver Leaf, 550 ft., at 23¼c.; and Gold Leaf, 600 ft., at 24½c. per pound. This year's prices show a reduction of 3¾c. on 500 ft. twine, 2¼c. on 550 ft., and 3¾c. on 600 ft. twine.

In the United States "Cordage Trade Journal" reports that from 75 to 90 per cent of the binder twine required in the more important grain states, including the spring wheat states in the Northwest, has already been purchased. Overseas business in binder twine is almost non-existent. Foreign exchange conditions have handicapped the U. S. manufacturers. Reports are to the effect that the English manufacturers have sold on a large scale to the countries on the Continent, and the placing of a large order with a Canadian mill by English interests is thought by some observers to indicate that the English manufacturers have oversold. Some close observers in this market state that, so far as they have been able to learn, no United States twine has been sold for export to Europe so far this season.

Potato Machinery and Barn Equipment Manufacturers Combine

Negotiations have been completed between the Aspinwall Mfg. Company, Jackson, Mich. and the Drew Carrier Co., Waterloo, Wis., whereby a new organization, the Aspinwall-Drew Company, has been formed, with an authorized capital of $1,000,000. Paul B. Goddard, Chicago, is president of the company.

L. Augustus Aspinwall, Chas. G. Rowley and Geo. N. Whitney, who have been prominently identified with the success of the Aspinwall Manufacturing Company for so many years, will continue to give their undivided attention to the manufacture of potato machinery at the Jackson and Guelph plants, Mr. C. G. Rowley having the entire management of the potato machinery department.

The Aspinwall Manufacturing Company has been giving the manufacture of machinery for the handling of the potato crop in its various stages their exclusive and undivided attention for the past thirty-seven years, in fact, they are pioneers for this class of goods, their product selling in every commercial potato-producing section in the United States and Canada. In addition to the main factory at Jackson, Mich., they have a complete Canadian plant at Guelph, Ont., managed by J. Jacques.

The Drew Carrier Co. was organized twenty years ago at Waterloo, Wisconsin to manufacture a line of litter carriers for use in dairy barns. It was a pioneer manufacturer of one item. The Drew line has broadened out until it now includes stalls, stanchions, litter and feed carriers, steel pen material, automatic water bowls, ventilators, barn door hangers, and, in fact, every kind of steel equipment which goes to make up the modern sanitary dairy barn.

C. E. Shomo, R. Minshull and L. F. O'Brien will continue to direct operations at the Drew plant. This amalgamation will be welcomed by Aspinwall Canadian dealers, who will now have access to a complete line of dairy barn equipment.

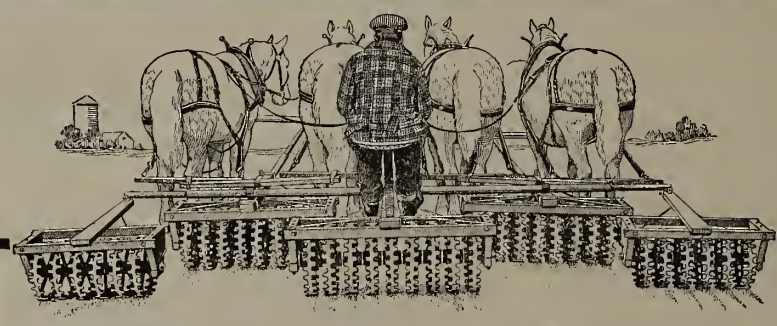
Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.



The Logical Way

Is the only successful means. That's as true of business as it is of packers.

You are sure to increase your business—and your profits by handling the convertible—the new and logical packer.

Farmers are discarding their old-fashioned non-convertible packers for the

"Farmer Jones"

Convertible Packer

It does the job of three all in one. Prepares perfect seed beds—conserves moisture—prevents soil drifting—throws off all wet, sticky soil and trash.

Quickly changed into subsurface packer on removal of mulcher wheels.

Made in 11 ft., 15 ft. and 21 ft. sizes, also all sizes for plows.

DEALERS:—Prepare now to get the business in your district by handling the Farmer Jones.

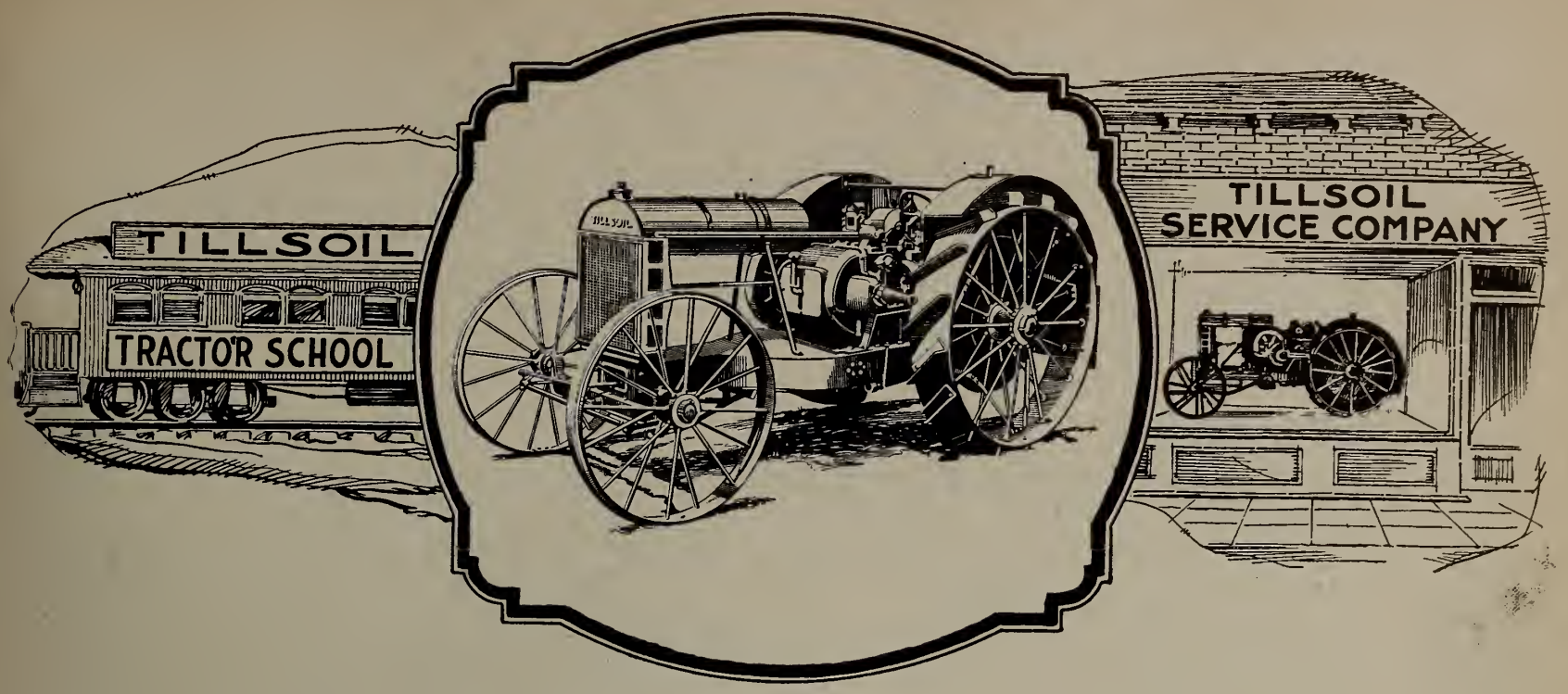
Christiansen Implements Limited

Cor. William and Arlington WINNIPEG, Man.

Also manufacturers of packers, for all size plows—and plow attached harrows.

New Model Stinson Tractor

The Stinson Tractor Company, Superior, Wis., have recently issued a booklet describing the latest Model 4-E Stinson tractor. This machine is rated at 18 draw bar and 36 belt horse power, is equipped with a 4-cylinder Beaver motor and is fitted throughout with Hyatt heavy duty roller bearings. The main frame is cast in one piece, eliminating the use of bolts and rivets. Stinson tractors are handled in the West by Tractioneers Ltd., Winnipeg and the Saskatchewan Grain Growers.



Announcing the—

Tillsoil TRACTOR

B. G. BAKER

Designed by "BARNEY" BAKER, *Veteran Tractor Man of Canada*

It was in 1910 that one of the first oil driven tractors was pioneered in Canada. A year previous to this, manufacturers of this machine sent a representative out into the field to determine what was demanded of a tractor in power, service and fuel economy.

This man who studied for months Canadian farming conditions, was B. G. Baker, better known in the West as "BARNEY" BAKER.

Following this investigation and the sale of a few tractors in 1910, complaints began to be made. Investigations showed that in the majority of cases it was not the fault of the tractors but that the farmers did not know how to operate them. Mr. Baker realized the great importance of *education* in the successful merchandising of power farming machinery. And it was here that Mr. Baker organized the *first, practical* tractor school.

The outgrowth of this unusual acquaintance with the Canadian power farming problem and years of experience in educating the farmer to operate a power driven tractor is this—

A tractor has been designed by Mr. Baker into which has been built all this knowledge and experience resulting from years of specialization in power farming machinery.

This tractor is the TILLSOIL—a practical, well-built 18-30 H. P. machine. It is light weight, so simple that any farm boy can operate it. The motor has 30% reserve power, is more accessible than any tractor yet built and is guaranteed to pull three plows anywhere under all conditions. Designed especially to burn kerosene economically under all loads, this tractor is the logical power unit for any kind of farm work.

Here are the ideals back of this tractor—

In order to better acquaint the farmers of Canada with the unusual features of the TILLSOIL Tractor, "BARNEY" BAKER has instituted a Traveling Tractor School that will bring this tractor and an education in its manufacture and operation right to your home town. Mr. Baker's wide experience in this work will assure the success of this large undertaking.

There will be a TILLSOIL Service Station in your locality to give a real power farming service with parts and service men. These stations will be managed only by men who have gained the reputation of giving conscientious service to farmers.

The TILLSOIL Tractor is built in Canada, financed by Canadian money and backed by years of experience acquired among the farmers of the Dominion.

"TILLSOIL Era"—published in the interests of motorized farming, with mechanical descriptions of the TILLSOIL Tractor, special articles about the organization and ideals back of the product will be mailed to you on request.

CANADIAN TILLSOIL FARM MOTORS, LTD.
Montreal, Canada

TILLSOIL SERVICE, Calgary
TILLSOIL SERVICE, Saskatoon
TILLSOIL SERVICE, Moose Jaw
TILLSOIL SERVICE, Winnipeg

Company is Reorganized Under New Title

The New Home Machinery Co., Saskatoon, and Francoeur Bros., Camrose, Alta., were formerly allied in distributing tractors, grain separators and stationary engines. A new company has been formed, with a capital stock of $200,000, which will be known as Francoeur Engines and Threshers, Limited. The head office will be at Camrose, with branch office and warehouses at Edmonton and Saskatoon. F. Francoeur will be manager at the head office and E. Elwood, as in the past, manager of the company's business in Saskatchewan, with headquarters at Saskatoon. In Manitoba the lines distributed by the company will be handled by the Mitchell Hardware Co., Brandon.

Francoeur Engines and Threshers anticipate an excellent demand this year for their separator lines. The company will also market, through the dealer, a complete line of stationary engines, especially manufactured to their requirements for Western Canadian conditions. This engine is made in Canada and should be a popular line with the trade.

Iverson Advertising Manager of Advance-Rumely Co.

The Advance-Rumely Thresher Co., La Porte, Ind., announce the appointment of George W. Iverson as advertising manager to succeed J. B. Benson, resigned. Mr. Benson has been advertising manager of the company since 1913 and, after almost eight successful years in that capacity,

GEORGE W. IVERSON

resigned to take the business managership of the American Manufacturers Foreign Credit Insurance Company of Chicago, Ill.

Mr. Iverson has been connected with the tractor industry for some eleven years, and for two seasons operated tractors in the Canadian West. He was formerly service engineer of the Advance-Rumely organization and has just completed a successful two months as chief instructor in charge of the Advance-Rumely tractor schools held in La Porte during January and February, 1920. Mr. Iverson is a graduate of the Iowa State College in Agricultural Engineering and served overseas with the A.E.F. as instructor in the motor schools at Samur, France.

Standard Hitches Recommended

The U.S. National Implement & Vehicle Association, has approved the recommendations of its tractor and thresher department for standard tractor and plow hitches. These hitches are:

Vertical hitch, 13 inches to 18 inches.

Lateral adjustment, 2-bottom tractor, maximum, 28 inches.

Lateral adjustment, 3-bottom tractor, maximum, 32 inches.

Lateral adjustment, 4-bottom tractor, maximum, 40 inches.

They should be so designed that lateral adjustment on a 2-bottom plow will fall within the distance of 28 inches from the furrow wall; on a 3-bottom plow, 32 inches, and on a 4-bottom plow, 40 inches.

Where the tractor wheel runs in the furrow the height must be greater than where the wheel runs on unplowed ground. If the wheel runs in furrow, the latitude of 13-18 inches is taken from the surface of unplowed ground to drawbar.

The wide latitude in vertical hitch is necessary by the difference in size and weight between the smaller 2 & 3-bottom plows and those four bottoms or larger. Therefore the hitch can be higher for such rigs.

Biggert Appointed a Vice-Pres. of E.-B. Organization

At a recent meeting of the directors of the Emerson-Brantingham Implement Company, Rockford, Ill., H. B. Biggert was made a vice-president of the company. His duties will cover the general supervision of production at the eight E.-B. factories.

Mr. Biggert is well known to the implement industry in Canada. He went with the Emerson-Brantingham interests last year, formerly having been superintendent of the Hamilton, Ont., plant of the International Harvester Co. of Canada. By long experience Mr. Biggert should be a valuable addition to the executive forces of the E.-B. organization, and his quick promotion will be good news for his many friends in the Dominion.

Two Distinct Sparks
Double Fire Doubles Sales

Twin Fire Spark Plugs

Two Independent Spark Points

A Twin Fire Plug gives just twice the service of an ordinary one spark plug—double ignition and stronger spark. If one point clogs, the other will go right on firing and the explosions will clean the fouled one. The two sparks are proven to be absolutely independent of each other by the "lead pencil test." This test is not only interesting to your customer, but it actually sells Twin Fire Plugs.
A special demonstration is arranged for counter display.

:: : Write for Prices and Proposition : ::

The John Murphy Company
513 McIntyre Block Winnipeg

Tractioneers' Automatic Dynamometer Tractor Hitch

Every Tractor Owner is a Prospect

Just what the tractor farmer requires. Gives perfect protection to both tractor and implement in the stoniest ground, or amid stumps, roots, etc. No more broken plow points or beams. No jerking pulls or shocks to shorten the life of the tractor. Strong coil spring and working parts operate in a tube filled with hard grease. Complete protection from dust.

Gives Protection to Tractor and Implement

Accurately Registers Draw Bar Pull

Mr. Dealer—A perfect Dynamometer indicator is regular equipment with the Tractioneers' Hitch. You, or your customer, can tell at all times the pull in pounds exerted by the tractor. Dynamometers are costly. Our Hitch is not—and it registers as accurately as any instrument. All parts strong steel castings. Can be adjusted to any tension. A necessity for every tractor operator.

Retails at $25.00. Now is the time to secure the Agency for your district for the Tractioneers' Hitch. It will prove a profit maker in your business. Write to-day.

DEALERS: We Offer a Liberal Discount

Tractioneers LIMITED.

Phone: Main 6242
445 Main St. Winnipeg, Man.

FORDSON

Tractor Owners, You Want This

TACO BALL-BEARING GOVERNOR

Guaranteed to maintain a speed within 10%. Easily attached in one hour's time. Guaranteed to satisfy or money refunded. Order early to be sure of delivery.

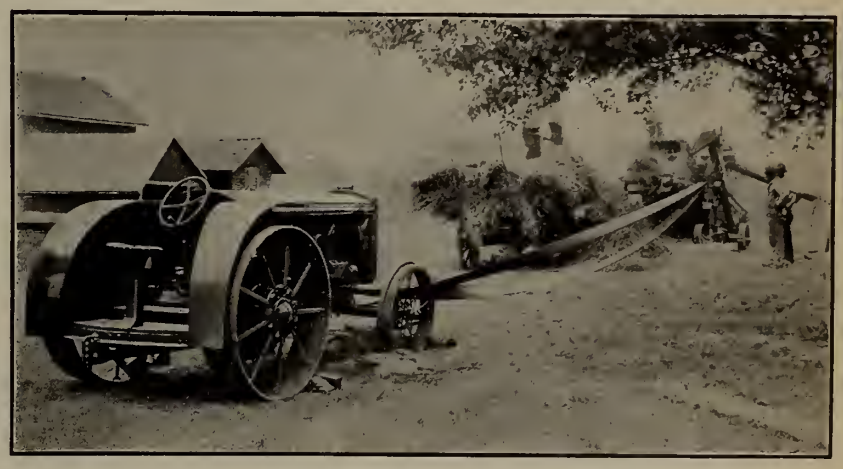
Write for full particulars and special dealer terms

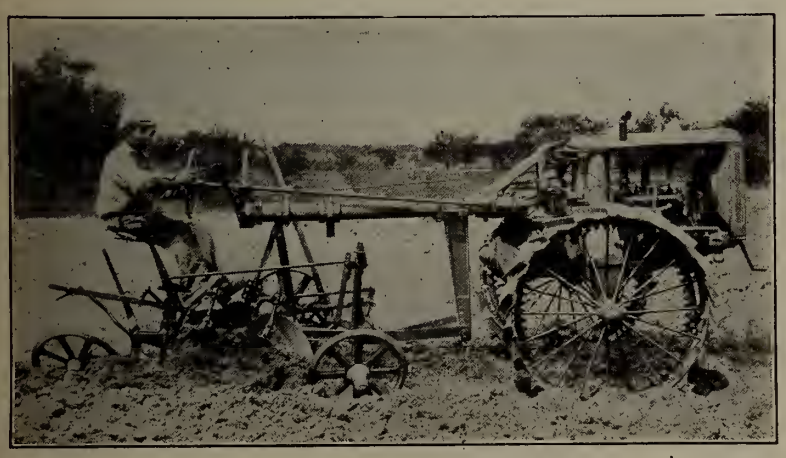
Walter Gratias, *Distributor*
45-23rd St. Saskatoon, Sask.

Spring Plowing is only one of the Tasks of the ALLIS-CHALMERS TRACTORS

The 18-30 tractor will pull 4 plows and pull them fast. It has well over 30 H.P. for belt work. Its Allis-Chalmers 4-cylinder valve in head motor shows great economy on kerosene at all loads. All moving parts enclosed and dirt proof. It has removable cylinder walls, roller bearings throughout and all other modern features. An Allis-Chalmers product from radiator to draw bar, officially proven a leader in the tractor field. Weight 6,150 lbs.

And for the lighter work we have the 6-12 General Purpose Tractor. It will plow, disc, seed, plant and cultivate. It will pull a binder, mower, rake, potato digger, manure spreader, etc., all as a one-man outfit. No special implements required. Built to do the work of 4 good horses and easily attached to any make of horse drawn implement. 12 Belt H.P.





DEALERS DISTRIBUTORS

Why not sell an all-year line of tractors, backed by one of the largest companies in Canada?

Territory being rapidly taken.

The sales proposition is right.

APPLY NOW!

Canadian Allis-Chalmers, Limited

Head Office: 212 King Street W., Toronto

Sheet Metal Products Co. Change Name

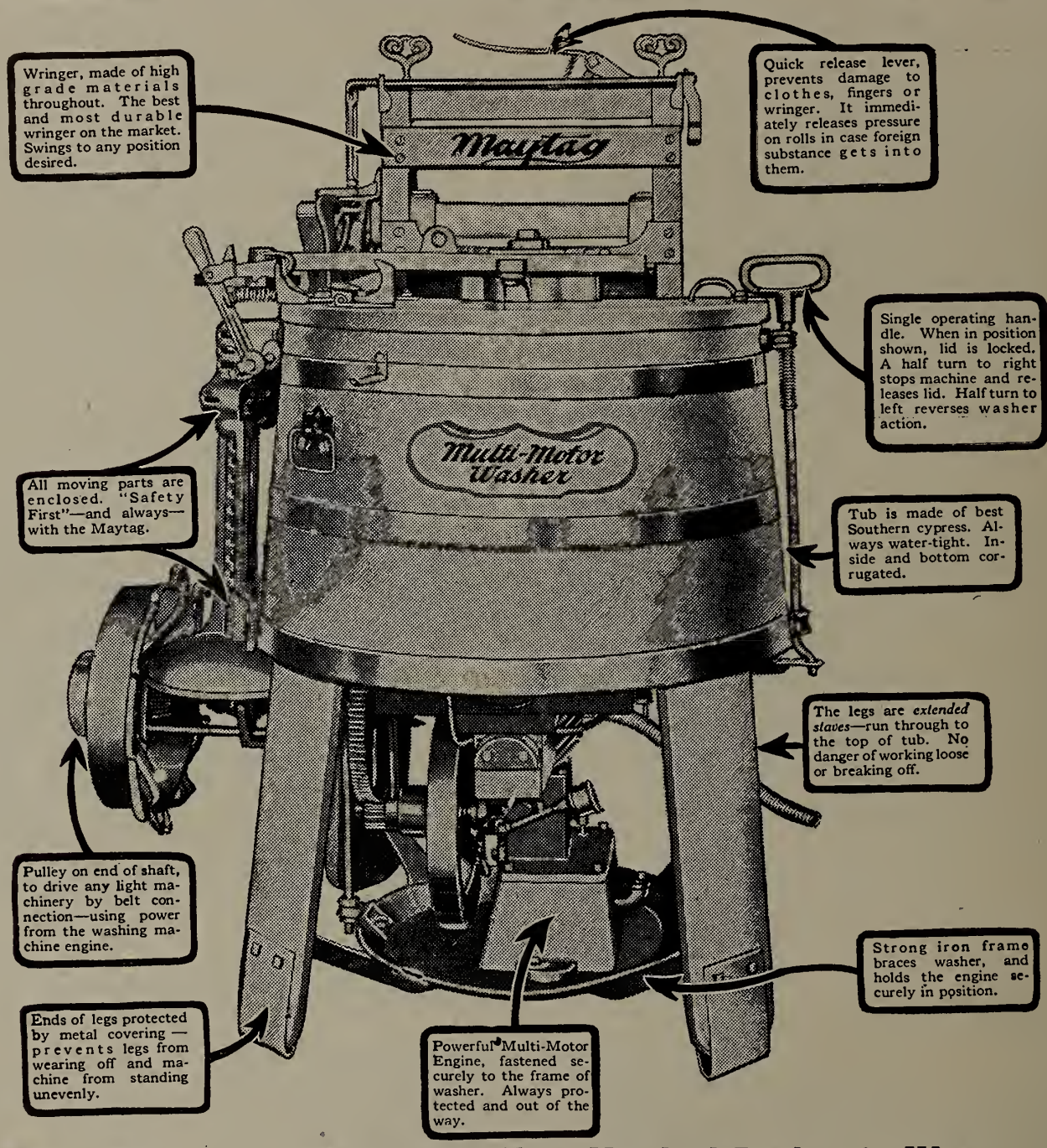
The Winnipeg Ceiling & Roofing Co., Winnipeg, was organized in 1904, and commenced the manufacture of metal ceiling and roofing for the Winnipeg territory. Since its inception, every year has seen the development of new lines by this well known company, with the consequent necessary addition to the plant and increase of capital needed to handle a growing business. Commenting upon the development of the company, W. J. McMartin, president, says:

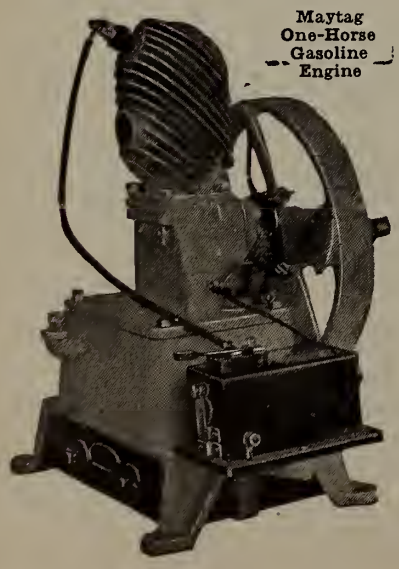
"The original ceiling and roofing lines, while they have grown in volume year by year, now represent less than 10% of our total, as we now manufacture oil barrels, kitchen range boilers, oil wagon tanks, culverts, trough, pipe and elbows, metal windows, doors, beside other lines, and carry large stocks of galvanized and black sheets, tin-plate, etc. To take care of our customers, we have branch factories at Calgary and Edmonton, and a warehouse at Regina."

Because of the great expansion of the company, they have decided to change their name to "Western Steel Products, Limited." The company report a heavy demand for their lines this spring.

Looking for Oil

It is announced that the Imperial Oil Company has appropriated $2,000,000 for oil explorations in Alberta this year which is about $1,400,000 more than the company spent in this direction last year.


Wringer, made of high grade materials throughout. The best and most durable wringer on the market. Swings to any position desired.
Quick release lever, prevents damage to clothes, fingers or wringer. It immediately releases pressure on rolls in case foreign substance gets into them.
Maytag
Multi-Motor Washer
Single operating handle. When in position shown, lid is locked. A half turn to right stops machine and releases lid. Half turn to left reverses washer action.
All moving parts are enclosed. "Safety First"—and always—with the Maytag.
Tub is made of best Southern cypress. Always water-tight. Inside and bottom corrugated.
The legs are extended staves—run through to the top of tub. No danger of working loose or breaking off.
Pulley on end of shaft, to drive any light machinery by belt connection—using power from the washing machine engine.
Strong iron frame braces washer, and holds the engine securely in position.
Ends of legs protected by metal covering — prevents legs from wearing off and machine from standing unevenly.
Powerful Multi-Motor Engine, fastened securely to the frame of washer. Always protected and out of the way.



Maytag One-Horse Gasoline Engine

More Than Five Hundred Dealers in Western Canada

:: Are selling our line of Washing Machines. Are you one of them? ::

Maytag One Horse Gasoline Engine

This is not only the simplest and lightest Gasoline Engine on the market, but at the same time the most powerful.

For pumping, running fanning mill, washing machine, cream separator, or other light work, it has no equal. No trouble to pick it up and carry it from place to place.

Engine is air-cooled, two-cycle. Shipped complete with set of sealed batteries, coil, and a tin of MAYTAG Special Lubricating Oil. Ready to operate.

THE DEALER'S PROFIT IS SATISFACTORY

The Maytag Company Limited

Winnipeg Calgary

KLAXON

A Name that is a Household Word

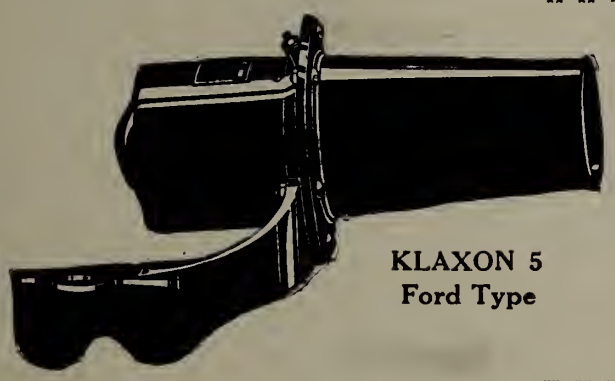
¶ You never hear an Automobile Signal called anything else.

¶ KLAXON, as a name—means money to the dealer who displays it in in his window or on his counter. It is synonymous in the public mind with safety and reliability.

¶ KLAXON, as a product—sells itself on quality, performance, appearance and reputation as a penetrating, distinctive, never-failing warning signal. It has no rivals.

¶ It pays to be a KLAXON dealer.

* * *



KLAXON 5
Ford Type

At Last!

A motor-driven safety signal for the Ford—the Klaxon 5, Ford type. Finished in all black enamel. Simply and easily installed on Fords that are factory equipped with self-starters.

List Price, Each $9.50

* * *

¶ A hand operated Klaxon safety signal with vertical push rod. Finished in the smart "Klaxon black" enamel—no polishing necessary. Suitable and easily attached to all Ford touring cars, runabouts and commercial cars with front door panel at driver's left.

List Price, Each $6.25

KLAXON 3V

* * *

KLAXON 3

¶ A hand operated Klaxon safety signal with horizontal push rod. Finished in the smart "Klaxon black" enamel—no polishing necessary. Suitable and easily attached to all Ford touring cars, runabouts and commercial cars.

List Price, Each $6.25

* * *

Our nearest House can ship from Stock

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

Suggest Cash Basis for U. S. Industry

G. N. Peek, chairman of the Terms Committee of the U. S. National Implement and Vehicle Association, has forwarded a recommendation to that organization concerning the application of cash terms to the sale of implement lines. He states that the business of manufacture is not the business of banking, and that it cannot function as a bank save at a great loss of money and efficiency. "In many cases," writes Mr. Peek, "the so-called sale to the dealer was little more than a consignment. Manufactured goods were turned over into cash only long after their ultimate sale—a period of months, during which funds which should have been promptly turned over to manufacture remained outstanding.

"Manufacturing companies can furnish credit neither as cheaply nor as efficiently as can the national fiscal system, including the local banks.

"The time has come to put the implement industry more nearly on a cash basis. The promised saving is very large and it should be liberally divided with the dealer, thus strengthening him, improving his methods, contributing to the strength of the community in which he resides, and greatly simplifying the merchandising of implements."

The only thing some people want to do for a living is to breathe.

Labor Shortage Affects Production of Malleables

In the malleable industry, representing many millions of invested capital, there appears to be a failure to supply the demand for malleable castings. The American Malleable Castings Association is authority for the statement that the foundry capacity is ample to provide for all the known demand, which is now probably considerably in excess of normal needs. The present manufacturers could certainly take care of the demand if shop and moulding capacity were the only consideration.

The whole trouble is due to the scarcity of labor, which can only be remedied as the country gradually readjusts itself to prewar conditions. Then only will the difficulty be overcome.

In the investigation made by Canadian Farm Implements, the accompanying chart, based on information furnished by the secretary of the American Malleable Castings Association, was arranged to portray the conditions. It indicates that under favorable labor conditions the present malleable plants could furnish a much larger tonnage by running to full capacity; by putting on night men they could easily double the present production without the addition of any floor space or melting furnaces. The whole trouble of restricted production in the malleable industry lies in the shortage of labor, which could be overcome by the encouragement of immigration.

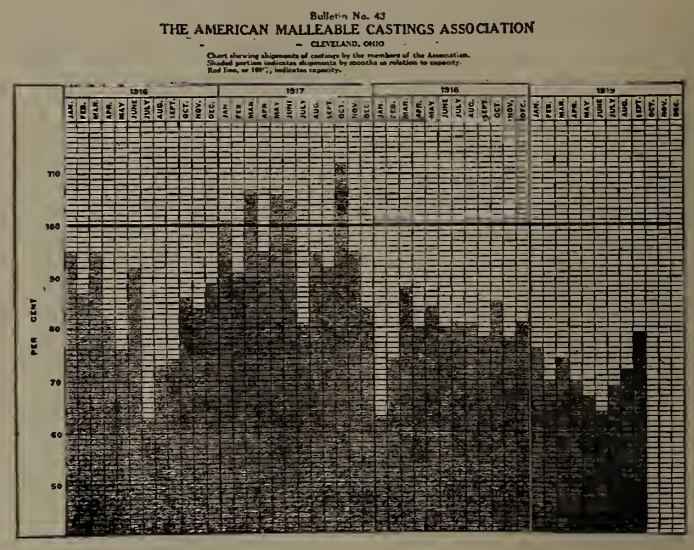


Chart showing how few U.S. Malleable Plants are working to Capacity. Heavy line across Chart Indicates Capacity Production

Swedish Separator Head Visits Canada

Mr. Lagercrantz, in charge of export sales at the Stockholm, Sweden, factories where "Viking" cream separators are produced, recently paid a visit to the Swedish Separator Co., Chicago. Mr. Lagercrantz also spent some time at the Winnipeg and Montreal offices of the company. He states that separator manufacture in Sweden, while handicapped by labor troubles and material shortage, will be ample to meet the export demand.

"Vikings" said Mr. Lagercrantz, "are being sold to Germany, Lithonia, Czecho-Slovakia, Russia and the European countries, settlement being taken in goods instead of currency. By this means the cream separator producers are avoiding the loss incident to dealing with the countries whose currency has depreciated so greatly that ordinary sales are impossible. In effect, trade has returned to the barter system.

The Wagon Loaded

Comfort for the Farmer—
Good Profits for the Dealer

LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS

"Stronger and Lighter"

Our seats fit any wagon or sleigh box made. Take up no box space. Low set. Give protection from wind and full control over team. Light, strong, easy riding. Specially tempered coil springs carry 600 lbs. with ease. Order your wagons less seats and supply the Lloyds. Ask for attractive discount to the trade.

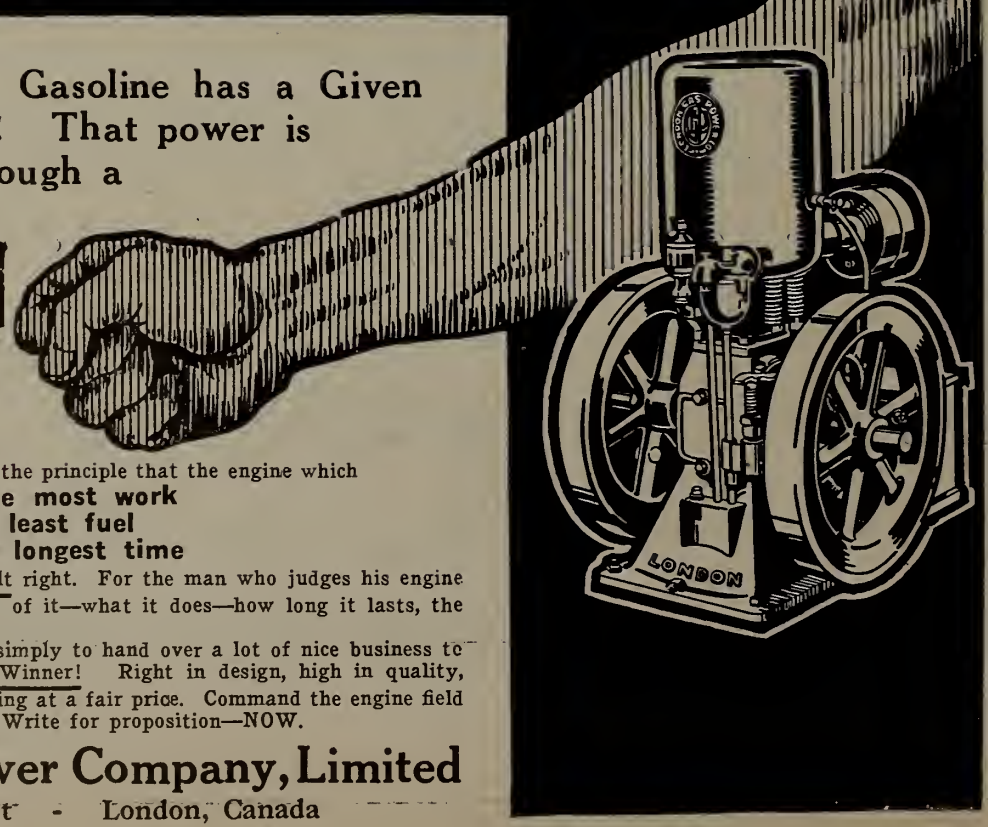
Going Home

WAWANESA WAGON SEAT COMPANY
WAWANESA, MANITOBA

A MIGHTY HELPING HAND

Every Spoonful of Gasoline has a Given Amount of Power! That power is best developed through a

LONDON ENGINE



The LONDON Engine is built on the principle that the engine which

does the most work
on the least fuel
for the longest time

has to be designed right and built right. For the man who judges his engine investment by what he gets out of it—what it does—how long it lasts, the logical choice is a LONDON.
To delay securing the agency is simply to hand over a lot of nice business to the other fellow. We have a Winner! Right in design, high in quality, faultless in performance, yet selling at a fair price. Command the engine field with the LONDON this season. Write for proposition—NOW.

London Gas Power Company, Limited
32 York Street - London, Canada

HYATT

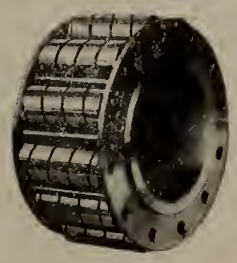
ROLLER BEARINGS
For Motor Cultivators

The Hyatt Equipped Avery Cultivator

IT is a significant fact that practically every motor cultivator on the market today, built with anti-friction bearings, is equipped with Hyatts.

Hyatt Bearings keep the cultivator wheels running true, prevent wear and save hours of oiling, because they need oil but once a season instead of twice a day—and do all this under hard duty amid dust and dirt, giving a permanent, care-free performance.

And such are the reasons for the predominance of Hyatt Bearings, not only in motor cultivators, but in all power farming machinery, such as tractors, grain binders, plows, threshers, wind mills, trucks, etc.



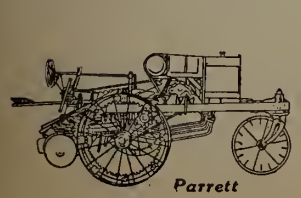
THE HYATT BEARING possesses all the desirable advantages found in any other type of bearing—plus the additional advantages of the Hyatt Spiral Roller.

Because this hollow roller is less affected by vibration and shock than a mere piece of solid steel Hyatt Bearings provide against wear most effectively. They give protection that lasts as long as the shafts themselves. They never need adjustment.

HYATT ROLLER BEARING COMPANY
Tractor Bearings Division, Chicago

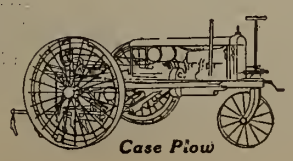
Motor Bearings Division
Detroit

Industrial Bearings Div.,
New York City

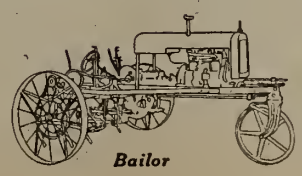


Parrett

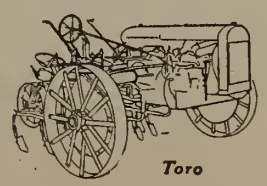
Emerson-Brantingham



Case Plow



Bailor



Toro

Rock Island

Dairying and Dairy Equipment

"Man cannot live by bread alone." That truism brings the thought that dairy farming in a community opens a trade perspective for the dealer that compares favorably with many lines connected with grain production.

More and more attention is being given to dairying by the agricultural colleges. The students are taught feeding and breeding methods that experience has proven mean most to profitable dairy farming. Many colleges maintain dairy herds of their own and in the dairy barns at such institutions the students have very practical laboratories.

There is nothing dead about dairying. It's one of the livest and "growingest" things in all agriculture. That's why the farm implement dealer can't for a minute afford to overlook its possibilities. Far more interest than ever is being paid by farmers to the improvement of the dairy breeds, and they are not improving them just for the sake of having a lot of picturesque and lowing kine around "winding slowly o'er the lea."

The point of all points in dairy development is that the farmer wants to produce more at a better profit. That's why he insists that all the calves on his place shall have a better social standing in cowdom than the stock that preceded them.

During these days of keen competition the dealer must cultivate his possibilities more intensely if he would build up a large and profitable business, and no other field of possibilities will respond to the merchant's efforts more satisfactorily than this field of possibilities connected with the sale of cream separators.

The maximum of sales in this line which may be secured will depend entirely upon the dealer's own efforts. In other words, he holds in his own hands the success of this department, and its success or failure is up to himself.

The Power Farming Equipment Dealer

With the immense development of the tractor business, and at the same time the power farming implement trade, the dealer of to-day wonders, at times, what the future will show as regards the merchandising of this class of goods.

Viewed from different aspects, it seems logical to assume that the future dealer in power farming equipment will have to be an exclusive power dealer, with big territory and a financial strength that will enable him to carry on a huge business. Such a dealer can be independent of branch house or factory service because his volume will entail the establishment of proper sales and service equipment. And it is a question if the ability to obtain dealers of this class will not determine the life of some of the people in the business of manufacturing tractors to-day.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
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CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
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WINNIPEG, CANADA, APRIL, 1920

Proper Instruction Saves Service Expense

If the owners of tractors are to have the success that comes from a thorough knowledge of their machines, and the ability to keep them performing successfully, they must thoroughly understand the machine so, if it is necessary to make any adjustments or replacements, they can do this work as quickly and satisfactorily as could the dealer's service man.

The best service is not in continually running and repairing the owner's tractor for him. It is in teaching the owner to operate and care for his own tractor so he will be independent.

There is no good reason why the tractor owner should not know as much about his tractor as the man who sells it. The average farmer has as much gray matter and is often as good a business man in his way as the average tractor dealer. There is no logical reason why he should not be able to operate his tractor as well as the dealer or the dealer's service man, providing he is properly instructed. The time and trouble taken in giving the purchaser full instructions, in the end may save the dealer money.

Tractor Repair Service

Prompt service is important at all times, but it is doubly important at rush seasons when the use of a tractor offers its greatest possibilities for time and labor saving. When a farmer has staked the success of his whole year's work on his belief that he can depend upon a tractor to give him dependable service, it is up to the man who sold him that tractor to see that he gets it.

The customer doesn't expect something for nothing. Nobody expects any machine to be proof against wear and tear, and farmers are accustomed to paying a fair price, including a fair profit, for machinery repairs. But we must admit that the owner of a tractor has a right to expect that needed repairs be made promptly. He has a right to demand that the dealer will be able to protect him against delays when every hour counts big in the making of a crop.

Practical Rules for Dealers

The implement dealer is deluged with advice; often by those who have not an adequate knowledge of the problems which he confronts in carrying on his business. It is, however, always good to listen to the opinions of men who have made a success in your own line of business. A dealer who has been in the trade for many years voices a few essentials which he considers have a direct bearing upon the success or otherwise of the modern farm machinery merchant. His opinions are as follows.

Don't go into or stay in the implement business unless you feel you are fitted for it. When you get into it make it your real business to stay with it.

Select a good line of implements that you know to be absolutely all right, backed by reasonable manufacturers, who will give you the proper treatment. Remember there are many different ones to whom you can go, and who will give you the right treatment.

Sell your goods on the right basis. Remember that your overhead is always first to be considered, and you are entitled to a reasonable profit over that. Don't let any implements go out of your store unless they are settled for, either by cash or a good note.

See that your machines are properly set up, and if they go into the hands of parties who are not thoroughly acquainted with the work which they are made to do, see that the buyers are properly instructed, even if it takes a trip to the farm to do it. Remember that a satisfied customer will give you more business than any other thing.

Use the same diligence in the collection of your notes as the bank does if it holds one against you. Keep enough money in the bank to discount your bills.

Always be at the front door, or near by, to give every customer the "glad hand" when he comes in and when he goes out. Belong to your trade organization. Be a leader in your community. Do your duty to your church, your family and your friends.

Steady Selling Lines

Despite higher prices the gasoline and lubricating oil business seems impervious to hard times. Every year more and more cars, trucks and tractors, are sold and used. They must have gasoline, kerosene, oils and greases. Statistics prove that the consumption of these products is greatly increased each year, and in this fact

lies a profitable trade opportunity for the farm equipment dealer.

At the present time, for example, approximately 65 per cent of the gasoline and kerosene sold in Western Canada goes to farms and small towns. Nearly every farmer has a car, and over twenty-four thousand use tractors. Add to this the immense percentage of farmers who have one or more stationary engines and you get some idea of the potential demand that exists for gasoline, kerosene, oils and greases. It is a trade well worth cultivating.

Develop Executive Ability

Most of us look with envy upon the business man with many complex interests who works for five or six hours a day and is able to devote his other waking hours to recreation. We are tied to our office, store or warehouse from early morning until late at night—and we wonder how the big men do it. As a matter of fact it is simple. Those men have executive ability and have used it. They do not come down at daylight to watch the youngest helper sweep out the store to see that he does it right, or stay until the moon is up to watch the bookkeeper lock the front door to see that the store is secure for the night. They have unloaded petty responsibilities upon their subordinates whom they have trained to accept the responsibilities, and upon whom they can depend and in whom they have confidence because of the training which they gave them. A one-man business never grew beyond the one-man stage.

Whatever the size of the business, the development of executive ability by its owner makes for less harassing work with ultimate success.

Building Truck Trade

Good roads mean an increased demand for motor trucks. Few dealers may be aware that in Western Canada, at the present time, there are approximately 4,000 farmers who have expresed their intention of buying motor trucks for farm use.

There is nothing that will aid as much in selling trucks to farmers as a thorough knowledge of the hauling problems of each prospect. As in other lines of hauling, the truck is essentially a transportation unit and for its inherent usefulness must rely upon its value as a means of moving so much material in a more efficient way than other mediums. By studying the individual hauling problems of each farmer the dealer will be in a position to offer him a detailed solution in the form of a truck equipment especially suited to his needs which will give adequate satisfaction.

As Men and Merchants

An experience of the trade from the beginning of the present century makes it evident to the observer that there has been a very distinct advance in the status of the average implement dealer. From the old time "agent" as he was called, we have developed into real merchants of farm operating equipment, and, at the same time, there has developed a much more friendly feeling between the dealers themselves, and while no less keen competitors than they used to be, yet most of us have come to realize that even a competitor may not be such a bad fellow after all.

And, better than all this, we think the average dealer manifests a higher type of citizenship than in the old days, with a greater interest that he may render adequate service for the dollar he receives, and, with a broader conception of his duties as a man and a merchant.

The Need for Production

A lower efficiency in industries brought about by war conditions has resulted in production in every line falling below the powers of consumption. Misunderstandings between employer and employee has caused cessation of production and helped thereby to aggravate conditions. The fallacy prevails among many industrial workers that a lower production per unit by the worker will give labor to more units. To prevent labor disturbances in the form of strikes, which curtail production, fair play and justice of the highest type must control employer and employee. Co-operation must be substituted for force.

Our high prices are without doubt the result of a world-wide curtailment of production and increase of consumption, as a result of war, of those goods necessary to a peace time existence. Further, we have an increase in the circulating medium and an expansion of credit which war rendered inevitable. High prices are also due to the increased margins of profit deemed necessary to meet the risks involved in a period of rising prices. Extravagance is also a factor for when the buying public seems anxious to purchase, regardless of cost, prices respond as a result of what appears to be a shortage of stocks when measured by demand.

Prosperity has but one possible basis. That basis is production. Volume of business in tons, dozens and units is the true measure of prosperity. To this end every man and woman industrially or commercially employed must produce to capacity. Not only is production essential, but capital must be accumulated fast enough to offset the destruction of the war years.

The consuming public must recognize that it cannot continue indefinitely the scale of expenditure which followed the artificial prosperity incidental to war. Thought for personal benefit is as essential as thrift for one's country by loaning savings to enable the country to meet its obligations. When every individual capable of gainful employment is producing and is spending conservatively, the economic adjustment of Canada will be complete and prices will again be stabilized.

Sales Promotion Manager

The Swedish Separator Company announces the appointment of Cyrus A. Wood, formerly of Swift and Company, as Manager of Sales Promotion. Mr. Wood has had wide experience in the dairy field and is familiar with farming practice in all parts of Canada.

Plow Works Did Well

Following figures on recent earnings of the J. I. Case Plow Works have been given out by officials of the company, showing an extremely prosperous business situation. From July 1, 1919, to Feb. 1, 1920, sales aggregated $9,232,823, compared to $3,519,539 a year ago during the same period. The sales increased 163 per cent.

Trade Items

Canada Electric Castings, Ltd., head office, Orillia, are capitalized $40,000, to treat ore and operate a foundry, etc.

Beatty Bros., Limited, Fergus, Ont., are conducting a window display contest for which three prizes are offered, first prize $35.00; second prize $20.00, and third prize $10.00. The contest closes on May 1.

The Gasoline Engine & Tractor Co., Winnipeg, on March 24th, made an assignment for the creditors of the company. A meeting of the creditors will be held at 301 Montreal Trust Bldg., Winnipeg, on April 9th.

Personal

M. Eichel has closed his garage business in Regina.

J. B. Stewart has started an auto business at Melita.

J. A. Harssi is owner of a new auto business at Wilcox.

The Imperial Garage, Brandon, sustained a fire loss lately.

J. H. McLandress is a new dealer in business at Reston.

Miller & Baren are new automobile dealers at Stony Plain.

L. Watson is owner of a new automobile concern at Morden.

Mueller Bros., have opened an automobile business at Govan.

Gordon Bros., have opened an auto business at Bowsman River.

J. M. Gibson is discontinuing his implement stand at Saltcoats.

M. Parno has commenced an implement warehouse at Hubbard.

Miller and Cheek are now operating an implement business at Elnora.

A. F. Ennis, a dealer at McCreary, has sold out to Burchy & Son.

A. O. Olson has sold out his implement business at Churchbridge.

Horgdal Bros., have discontinued their implement business at Elfros.

J. S. Bukowski is now carrying on an implement warehouse at Cedoux.

H. J. Wyatt is the latest addition to the implement trade at Decker.

W. C. Wightman is now carrying on an implement stand at Westlock.

A. E. Steele, an implement man at Antler, has sold out to G. G. Leverton.

J. P. Sears and E. Brown are partners in an implement business at Mawer.

J. A. Grant an implement dealer at Matsqui, has sold out to E. M. McIntosh.

Reusch & Melenchuk have opened an implement warehouse at Sturgis.

Coglar & Robins are a new firm in the implement business at Turtleford.

Auger & Allen, implement dealers, Radisson, have dissolved partnership.

Smith and Martin have commenced an automobile business at Daysland.

W. F. Brandt is now carrying on an implement business at Moore Park.

J. L. Allard is now carrying on an automobile business at Ste. Rose du Lac.

M. S. Dickey has discontinued his automobile business at Findlater.

Munkler and Myres have commenced in the implement game at St. Gregor.

R. S. Van Camp succeeds J. T. McLaren in an implement business at Roblin.

T. Rasmussen, a dealer at Standard, has opened a branch store at Wayne.

The Dominion Garage is a new concern handling cars and accessories at Kamsack.

T. Bellamy is the proprietor of a newly opened implement warehouse at Bateman.

Elmer Free is an automobile dealer who recently opened up for business in Lestock.

Paulson Bros., dealers at Alliance, have sold out in that town to Stevens Bros.

J. J. O'Dwyer is the latest addition to the implement fraternity at Drumheller.

Thos. Tedford, a dealer at Minitonas, has sold out in that town to Roy Johnston.

It is reported that J. R. Hunter has discontinued his implement business at Drumheller.

L. E. Eystone & Son have formed partnership in an implement business at Settler.

C. J. Swanson, a harness dealer at New Norway, suffered loss by fire on his premises lately.

Robert Alexander, a dealer at Kelwood, has sold out in that town to Snell & McGhie.

H. E. Carlisle, auto dealer at Griswold, has taken a brother as a partner in the business.

J. Weismiller, an implement man at Beverley, has sold out at that point to A. H. Clark.

The Eternal Battery Co., of Canada, Winnipeg, has been granted a Dominion charter.

A new farm equipment concern at Edmonton is known as the Lines Implement Company.

Gordon Harding has sold his auto and tractor repair business at Vancouver to H. Corfield.

Gallagher Bros., implement dealers at Yorkton are reported to have dissolved partnership.

Jas. H. Hannah, has taken over the implement store at Truax, formerly owned by J. P. Klein.

G. M. Huntley has sold out his implement and harness business at Neepawa to G. V. Stonehouse.

The Phil Barney Co., has been formed at Winnipeg to do business in implement specialty lines.

A. H. Brown has taken over the implement business at Piapot, formerly carried on by W. Creba.

J. W. Fraser is registered as sole owner of the Saskatoon Lightning Protection Co., Saskatoon.

Johnson & Samson, dealers at Kandahar, have dissolved partnership in their business in that town.

The Van Huyse Co., Mariapolis, have added implement lines to their business in that centre.

Weeks Motors Ltd., Naniamo, have taken over the business formerly carried on by Thos. Weeks.

McKee and Swanson have opened a garage in connection with their implement business at Rowley.

Stewart and Miller, automobile dealers at Mission City, have dissolved. Mr. Miller continues the business.

The W. Smith automobile business at Fort Qu'Appelle, is now known as the Qu'Appelle Garage Company.

Kelly Bros. auto dealers at Canora, have sold out their interests to the Reliance Garage in that town.

Harry McKenzie, a blacksmith at Stranraer, has added farm machinery lines to his business in that town.

The Commercial Credit Co., Regina, have increased their capital from one million to two million dollars.

The Anderson-Roe Company, headquarters Winnipeg, have been registered to do business in Saskatchewan.

Walters & Belcourt, are succeeded in an implement and automobile business at Aberdeen by Belcourt Bros.

It is reported that John Milton, an implement dealer at Sinclair, has moved his business from that town to Heward.

McLeod & Ferguson, automobile and implement dealers at Wawota, have been succeeded by McPherson Bros.

A. R. Johnston has sold his implement and auto business at Metiskow to a dealer named Percy N. Forbes.

E. J. Tuttraen, implement and automobile dealer, at Parkside, has taken a Mr. Olsvik as partner in the business.

Code Bros., implement dealers at Chauvin, have dissolved partnership. J. A. Code now has sole control of the business.

G. W. Burgess, automobile dealer at Maple Creek, has sold out his interests in that town to Newberry and Williscroft.

Campbell Bros, implement dealers at Redvers, have taken on automobile lines in connection with their machinery business.

F. N. McDonald, manager of McDonald & Mackinnon, Winnipeg, paid a visit to eastern Saskatchewan territory during March.

John McDonald & Co. have bought out the hardware, implement and harness business at Islay, formerly owned by M. Leitch.

Dan Brettcher has commenced an implement and auto business at Radway Centre. In the same town A. S. Radway is a new dealer.

H. C. Nolte, implement and automobile dealer, at Lang, has severed his connection with the Lang Hardware Co., in that centre.

C. A. Polson, president of the Twin City Separator Co., Minneapolis, spent a few days, the latter part of March, at the Winnipeg factory.

Two new concerns incorporated at Saskatoon are the Saskatoon Hart-Parr Co., capital $20,000, and the Dominion Motor Car Co., Ltd.

J. W. Ackland, president and general manager of D. Ackland & Son Ltd., Winnipeg, recently returned from a few weeks vacation at Victoria.

E. A. Mo'tt, Winnipeg, western general manager of the Cockshutt Plow Co., during last month visited the western branch houses of the company.

W. J. Wilson, sales manager of the Winnipeg Ceiling and Roofing Company, was recently elected vice-president of the St. Boniface board of trade.

W. N. Robinson, manager Robinson-Alamo Ltd., Winnipeg, recently returned from an extensive business trip to Eastern Canada and the United States.

J. Firth, Winnipeg, representative of the Brantford Cordage Company, Brantford, Ont., recently returned from a trip through the western territory.

G. A. Wilson, manager of the Tudhope Anderson Company., Orillia, Ont., was a visitor to the Winnipeg branch of the company during the past month.

C. A. Brown, manager of Monarch Tractor's Ltd., Brantford, Ont., spent a few days in Winnipeg recently, visiting the local branches of his company.

A meeting of the creditors of the Crossen Metal Works, Winnipeg was held recently. This concern manufactures sheet metal goods, grain elevators, etc.

E. E. Lyday, manager of the Maytag Company, Winnipeg, has returned from a six weeks vacation in California, and is ready for a record season's business.

Spencer Bros., hardware, implement and auto dealers at Durban, have sold out the implement side of their business to a firm named Burne & Cunningham.

A. B. Unger carries on a billiard hall and implement business at Rush Lake, but has sold out the billiard outfit so as to concentrate on implement lines.

H. F. Anderson, manager of the Anderson-Roe Company, Winnipeg, spent a week recently at the head office of the Emerson-Brantingham Implement Co., Rockford, Ill.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, was laid aside by sickness for a week during the past month. He is now back at his desk.

T. W. Oakes is the owner of a new implement warehouse at Vilna. In the same town W. S. Woods, Blacksmith and garage proprietor is also handling implement lines.

L. A. Cannon, formerly manager of the Waterloo Gas Engine & Supply Co., Winnipeg, has been appointed manager of the Winnipeg branch of Canadian Tillsoil Motors Ltd.

J. H. Colville, formerly general manager of the Empire Cream Separator Co., Bloomfield, N. J., has resigned his connection with that company according to a report, and has gone to England.

F. W. Heiskell, advertising manager of the International Harvester Co., left during March for California, where he will spend six weeks recuperating from the effects of an attack of the "flu."

J. Dixon, manager of the Burd Ring Sales Co., Winnipeg, recently visited Regina, Calgary and Vancouver, in which cities branch distributing houses have been opened by his organization.

D. C. Reeves has been appointed domestic sales manager of the Holt Mfg. Co., Peoria, Ill. Mr. Reeves for several years has been tractor sales manager of the J. I. Case Plow Works Co,, Racine, Wis.

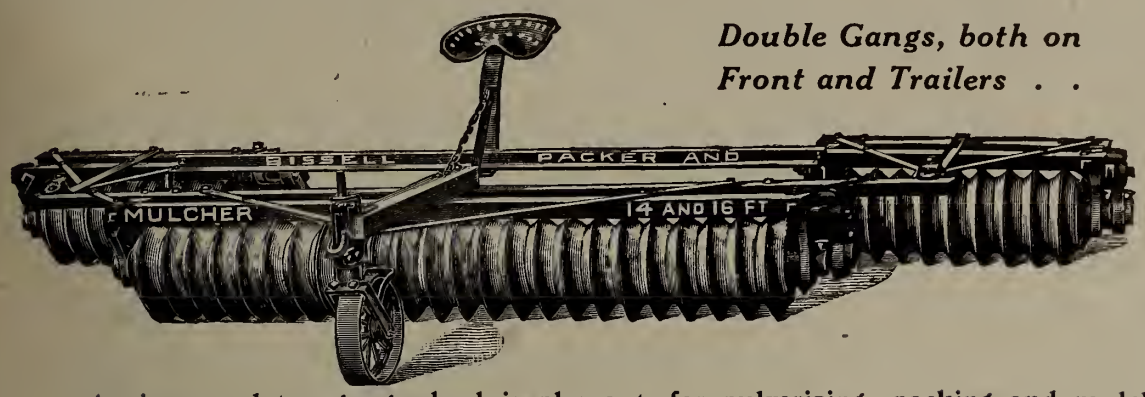
E. Elwood, manager of the New Home Machinery Co., Saskatoon, spent a few days in Winnipeg recently, Mr. Elwood anticipates a busy season ahead, in which his company will handle some new lines.

T. A. Anderson, manager of the American Grain Separator Company, Winnipeg, has gone south on a business trip. In the interests of his company he will visit the jobbers in the Southern States.

Henry Rustad, the well known Winnipeg implement man, reports that he has secured the Canadian distribution for the

A New Implement in the John Deere Family

THE NAME JOHN DEERE has always stood for "Better Farm Implements." Dealers have found such implements easier to sell. They are preferred by farmers for they give long service and lasting satisfaction. That is the reason we have now added to our lines



Double Gangs, both on Front and Trailers . .

The Bissell Packer and Mulcher

An improved two-gang wheel implement for pulverizing, packing and mulching the soil. It conserves moisture—makes better seed beds.

Rear gang wheels simply and quickly removed by detaching curved end bracket. Double coil springs hold rear sections to the ground. Extra high seat attached to frame on hammock principle. Takes little power to operate.

Write for folder containing complete details.

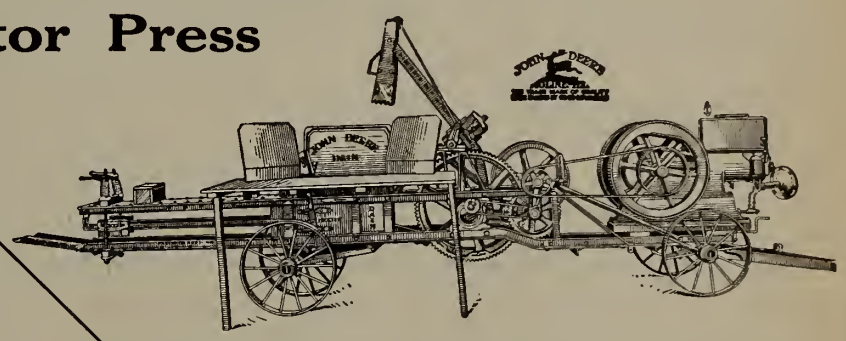
An Unequalled Combination for Productive and Economical Farming

John Deere Triple Gang

Equipped With Quick Detachable Shares

Does more and better work at less cost and labor. Exceptionally good in heavy or light soil. Light draft. Even balance. Big clearance. Combination hand and foot lift. Easy to operate. Entire operation visible to operator. Low centre hitch. Send for folder giving full particulars.

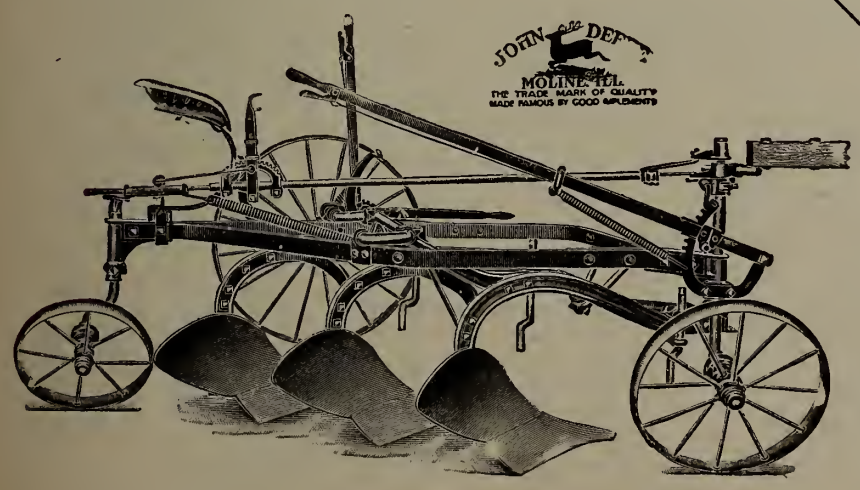
John Deere Dain Motor Press



Built for long service. Bales hay more easily, quicker and better. Furnished with or without engine. Simple and efficient block dipper. Self-cleaning tucker with adjustable coil spring insures neat and well pressed bales. Large capacity, great power. Write for folder for full information.

Waterloo Boy Kerosene Tractor

John Deere Tractor Plow



Dealers!

— Always keep a good stock on hand. We can immediately ship you any lines you are short.

Goodison Thresher

THE JOHN DEERE PLOW COMPANY, LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON LETHBRIDGE

Eagle straw spreader, manufactured by the Eagle Manufacturing Co., Morton, Ill.

Paul Wing has been appointed New York manager of Critchfield & Company, Chicago advertising agency. Until last fall Mr. Wing was advertising manager of the Empire Cream Separator Company, Bloomfield, N. J.

Sibbald and Howlett have dissolved partnership in a hardware implement and harness business at Compeer. In future Mr. Sibbald will carry on the store. He will also control the branch business of the firm located at Coronation.

N. M. Cowan, implement dealer at Dunleath, states that the report in a recent issue, that Cowan and Tripp had dissolved, Mr. Tripp continuing, is incorrect. Mr. Tripp has no connection with the business now, Mr. Cowan being the sole owner.

E. F. Bolte, in charge of the Canadian business of the International Harvester Co., accompanied by B. M. Angle of the advertising department of the Chicago office, recently visited the Western Canadian branches of the International organization.

We regret to note that C. G. Wuthrich, manager of Monarch Tractor Sales Ltd., Winnipeg, has had to visit Rochester, Minn., for surgical treatment. Mr. Wuthrich has not been in the best of health for some time, and we hope will be benefited by the treatment.

Amongst members of the implement trade who visited Winnipeg recently were observed: H. D. Cook, Bradwell; J. Doak, Dauphin; A. Gunn, Melfort; J. Noble, Nobleford; Mr. Fisher, Shaunavon; R. Wilkinson, Blackie; and Mr. McAllister, Big Valley.

J. D. White, division sales manager of the Emerson Brantingham Implement Co., Rockford, Ill., recently spent a day or two in Winnipeg, and a few days at the Regina office of the company. Mr. White reports the factory busy keeping up with a big demand for the E/B line.

J. B. Bartholomew of the Avery Company, of Peoria, Illinois, has been named by the Executive Committee of the U. S. National Implement & Vehicle Association as the association representative to attend the National Foreign Trade Convention at San Francisco, May 12 to 15.

H. B. Dinneen has been appointed trade manager of the Moline Plow Company, Moline, Ill. Mr. Dineen was formerly assistant trade manager of Deere and Co., and later manager of the Deere Plow Works. Last fall he became assistant production manager of the Moline organization.

E. B. Sawyer, president of the Cushman Motor Works, Lincoln, Neb., spent a week at the Winnipeg headquarters of the company, the latter part of March. Mr. Sawyer reports that the Cushman factories are being enlarged and are busy meeting a phenomenal demand for their well known line of engines.

Vincent Massey, son of C. D. Massey, hon. president of the Massey Harris Co., Toronto, is now taking an active interest in the management of the company's affairs. Mr. Massey was formerly a well-known professor in Toronto, and during the war acted as secretary of the War Committee of the cabinet at Ottawa.

George N. Kydd, of Athabasca, is one of the returned men making the effort to establish himself in the implement business. Though considerably crippled through the war he gets around very well, and has made good connection in the implement line. George is no novice at the business, so that he is able to take care of all that presents itself from the farming community.

William H. Parlin, president of the Parlin and Orendorff Co., Canton, Ill., died March 5. The deceased was a son of the late W. Parlin, who in 1842 established a small plow shop at Canton, which proved to be the start of one of the world's largest plow factories. From early manhood until the business was sold last year to the International Harvester Co., Mr. Parlin was actively engaged with the company, being president from October 1897 until the time of his decease.

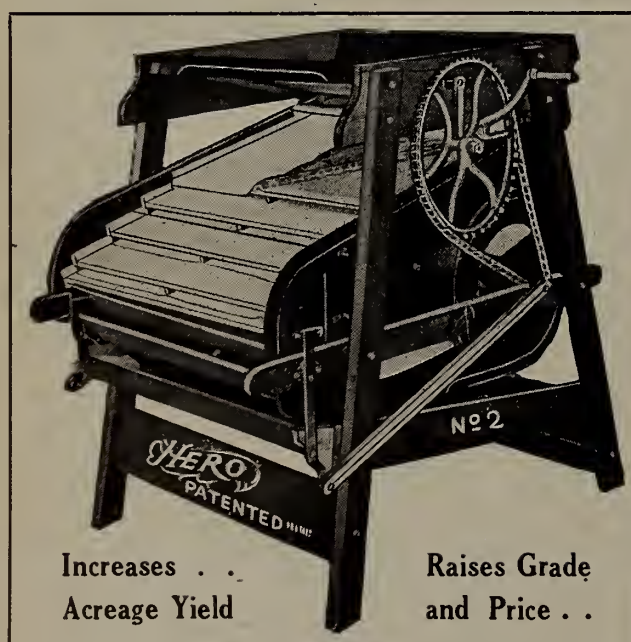
We regret to note the death recently of Edward L. Goold, of the Goold, Shapley & Muir Co., Brantford, Ont. As a young man Mr. Goold worked in Chicago. Returning to Brantford he entered a hardware business, and in 1881, joined the firm of J. O. Wisner, Son & Co., implement manufacturers. When that firm was amalgamated with the Massey Harris interests, Mr, Goold entered the bicycle manufacturing business, later forming Goold & Co., in which concern, as years passed, he was joined by W. H. Shapley and John Muir, the concern being re-incorporated as the Goold, Shapley & Muir Co. Deceased was connected with many important industrial concerns in the east, and was one of the best known figures in the implement industry in Canada.

Higher Prices on Sheet Products

A five cent advance is quoted on the old prices of corrugated iron. The new prices, it is said, can be solely attributed to the present acute shortage of the raw material, coupled with the heavy demand for flat sheets from all quarters, that quickly absorbs all procurable supplies still calling for more, the present supply not nearly meeting the requirements of to-day. Metallic shingle and siding have also advanced to the extent of 6 per cent on old lists. The general complaint of concerns handling sheet metal products is that not nearly sufficient stocks can be produced to meet the increasing demand. The present rate of exchange, it is said, is due to some extent for the advances on this class of goods.

Merchants are public servants. That's why they must sell service.

CLEAN YOUR SEED



Increases . . Acreage Yield

Raises Grade and Price . .

Improved Hero Fanning Mill

Has No Superior

Get Our Prices and Terms. *Shipments Made Promptly*

D. ACKLAND & SON, LIMITED

WINNIPEG, MAN.

WALLIS

America's Foremost Tractor

Meets Every Demand

Great Power——Light Weight——Durability

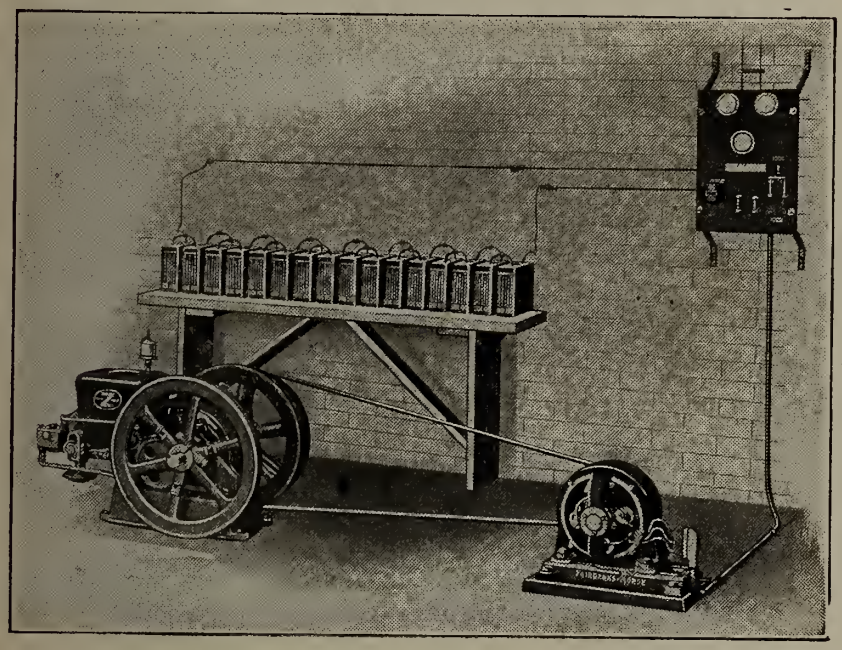
Keen business farmers, who look ahead and buy machinery on the basis of long service, choose the Wallis without hesitation. They recognize in it the ultimate tractor—they know that the quality standard maintained by Wallis is the one REAL GUARANTEE of durability and dependability.

A big factor in Wallis sales supremacy is its 15-year record of successful performance, which proves the correctness and soundness of Wallis valve-in-head motor, simplified "U" frame, drop-forged, cut and hardened steel gears, removable cylinder sleeves and other mechanical perfections.

Whatever the reason for the wonderful and growing confidence in the Wallis Tractor it means everything to present and prospective Wallis dealers. With Wallis you will find a golden opportunity.

"Lowest Plowing Cost Per Acre"

Dealers: We Invite Your Enquiries



FAIRBANKS-MORSE

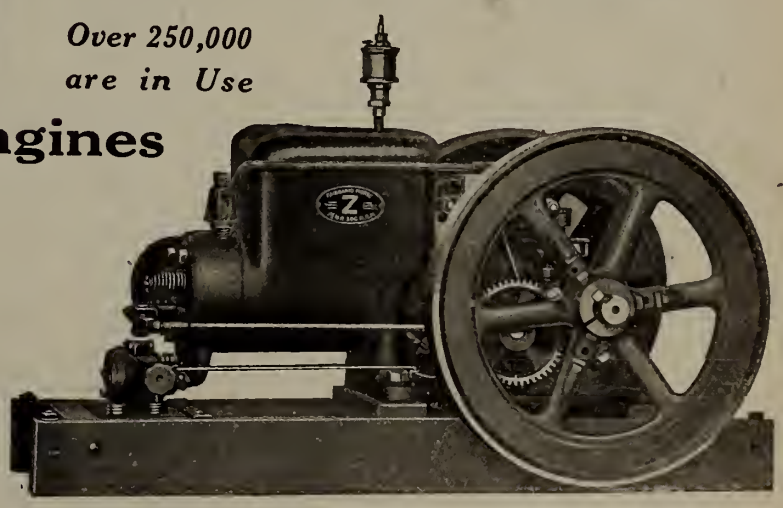
"F" Light and Power Plants

— 40, 65 and 100 Light Capacity —

The greatest value in the farm lighting field. Give ample light and dependable, flexible power. Operated by the famous "Z" kerosene engines. Trouble-proof. Start on the throw of a switch. Low speed, simple, economical. Battery may be charged while engine drives the grinder, washer, churn or cream separator. Plant comprises a "Z" engine, ball-bearing dynamo, instrument board and storage battery.

An Opportunity for Every Dealer

Over 250,000 are in Use



FAIRBANKS-MORSE "Z" Engines

1½ H.P. 3 H.P. 6 H.P.

Dominate the Farm Engine Field—Everywhere

No ordinary engine would meet the farm power requirements of over a quarter-million users. "Z" engines have helped revolutionize farm power application. Ignition by high tension, oscillating magneto. The acme of mechanical perfection—reserve power, right price, simplicity and rugged endurance. Operate economically on kerosene, distillate or gasoline. Throttle governor, suction fuel feed; ample, positive lubrication.

Make 1920 your record farm engine year by securing the agency for the famous Type "Z" Engine. Write us—to-day.

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

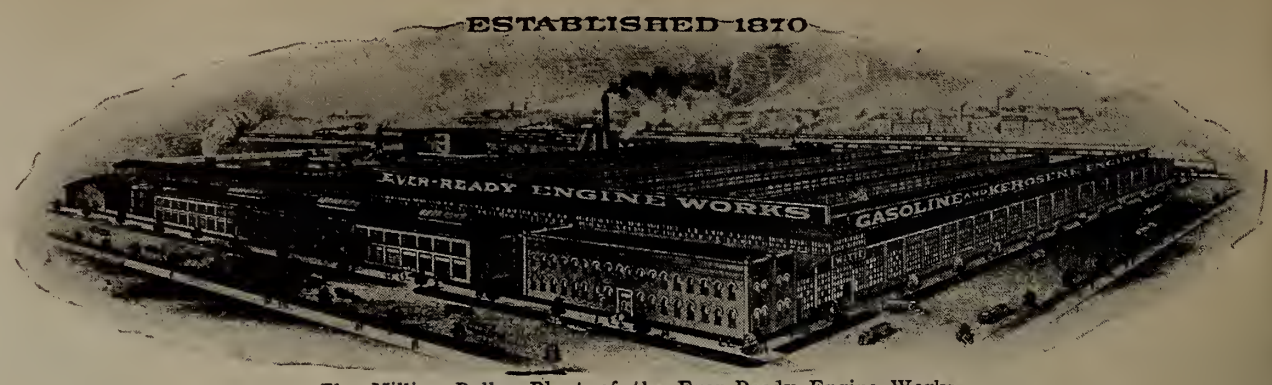
SASKATOON WINNIPEG CALGARY

We Manufacture and Distribute:

Type "Z" Stationary Engines —Fairbanks-Morse Separators—Wallis Tractors—J. I. Case Tractor Plows—Grinders—Crushers—Electric Lighting Plants—Portable Grain Elevators—Fairbanks Scales—Windmills—Water Supply Systems—Pumps—Pump Jacks—Washing Machines, Etc.

Specializing on Farm Engines

With a range of engine sizes from 2 h.p. to 36 h.p., the Ever-Ready Engine Works, 374 Notre Dame East, Montreal, are entering Western Canada with their product. The company have behind them an engine plant which was established in 1870, and which has capacity sufficient to take care of practically any demand that distributors and dealers can make.



The Million Dollar Plant of the Ever-Ready Engine Works

J. A. Pyke, manager of the company, has been actively engaged in building and selling engines for the past 14 years. The Ever-Ready engines are made in a variety of types so that the dealer or distributor has a size and make for practically every farm need. They are made for using either gasoline or kerosene as fuel. The stationary sizes vary from 2 to 30 h.p. The hand portable Ever-Ready engines are marketed in 2, 3, and 4 h.p. sizes, and the horse portable engines in 6, 8, 12, 16, and 22 h.p. sizes. For over 30 years these engines have been in use on the farms of the North America continent, and, says the company, their easy operation, and economy, is such that they are popular everywhere. With immense production the company can manufacture at a very reasonable price. Their factory is up-to-date in every respect, equipped with all modern machine tools for speedy repetition work, while a stringent inspection system ensures every part being perfect before the engine is assembled.

The method of vaporization of low grade fuel in the Ever-Ready engine is a feature of considerable interest. A float feed valve regulates the amount of fuel permitted enter the mixing chamber. Entering the chamber by a small orifice, the fuel spreads out and is then picked up by the incoming rush of hot air, heated by the exhaust pipe, and forced into the mixer by the suction of engine. This heated air mixture with the spray of kerosene, thoroughly breaks up and heats the fuel into a vapor charge, which then passes over the second valve where a fine spray of hot water and steam is injected, automatically fed from the hopper. The charge is then super-heated in passing over the hot exhaust valve on the way to the cylinder, where it is compressed and ignited.

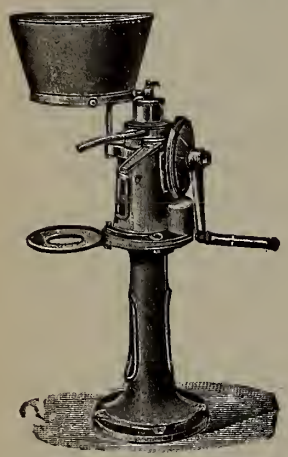
Bosch high-tension magneto ignition is a feature in the Ever-Ready engines, which are supplied, as stationary, on either skids or sub-bases. The company's guarantee is for replacement during the entire life of the engine of any defective part. Full rated horse-power is guaranteed with all sizes.

They also manufacture a line of arm swing drag saws, a lever control friction clutch outfit, where the saw can be stopped instantly without stopping the engine. These sawing outfits are made in four sizes.

Sell LISTER "PREMIER" Cream Separators

Made in Seven Sizes

Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour.



Short crank, easily turned. Aluminum discs — cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run, easy to clean, gets all the butter-fat. The "Premier" offers you a high-grade separator with skimming efficiency second to none. Send for the catalogue and prices.

Get Our Agency Offer

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

R. A. Lister & Company (Canada) Limited

Winnipeg : : Toronto

EMERSON WILD OAT SEPARATORS

TWO SIZES:

3-SHOE and 6-SHOE

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.

Emerson efficiency has no equal. Send for full particulars and prices on this fast selling Separator.

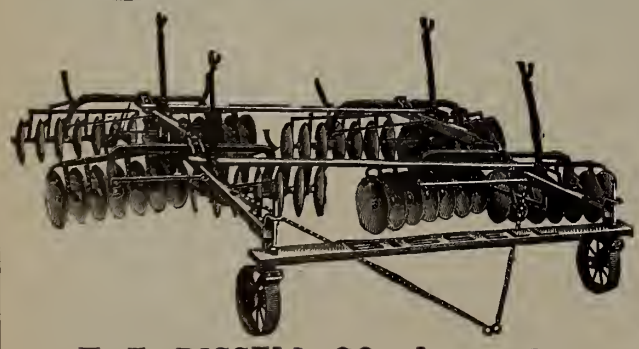
Get Particulars and Agency Proposition

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE WINNIPEG, MAN.

Bissell Combination 4 Unit DISK HARROW



This illustration shows the 4 Unit Disk combination for use with Tractors. The units can be made up of 12, 14 and 16 plate Harrows. While long gangs cannot cultivate uneven ground, this combination has the advantage of being able to cultivate centre ridges, and the short gangs, which are flexible and conform to uneven ground, follow down to cultivate the depressions made by the tractor wheels. In passing over a stone or obstruction the gangs pass over naturally without strain to the Harrow or injury to the Disk plates. Ground cultivated by these Harrows is left level and smooth. Easy to turn about at corners; quickly detached and the units separated for use with horses or light tractors. A most serviceable outfit.

Write for Booklet and Literature about Harrows

Sold by John Deere Plow Company's Agents

T. E. BISSELL CO., LIMITED

Elora, Ont. Factories at Elora and Ingersoll, Ont.

U. S. Tractor Shows

Four national tractor shows are to be conducted during the winter of 1920-21 by the tractor and thresher department of the U. S. National Implement and Vehicle Association under the direct management of its tractor show and demonstration committee, of which Finley P. Mount is chairman.

The Reputation for Reliability has been Fully Earned by . .

OK CANADIAN POTATO MACHINERY

And every season the work done by our PLANTERS and DIGGERS is strengthening that reputation.

Mr. Implement Dealer, the right thing to sell is the thing that is right.

O-K Canadian Potato Planters

have years of efficient service behind them and there is no line of potato machinery on the market to-day giving more satisfaction.

THE O-K LINE is O.K. in every particular and a real, live seller.

DEALERS—write to-day for selling proposition and literature to our Western Distributors:

ANDERSON-ROE CO., LIMITED
Winnipeg, Man.

who have a good stock of machines on hand.

Canadian Potato Machinery Co., Limited

GALT, ONT.

Makers of the O-K Canadian Planters, Diggers, Sprayers, two-row and four-row.

Every Tractor Owner a Prospect

LINCOLN Separators

Size 24-46

The Cushman policy has always been to give their dealers and customers modern farm machinery best adapted to meet their requirements.

The Lincoln Separator is no exception. No expense has been spared in perfecting this separator.

It does all the work of larger threshers—and does it better.

Farmers who desire to pull their thresher with a 10-20 or 12-24 tractor will find the Lincoln Separator the ideal machine to use.

It threshes the grain well—and cleans it thoroughly—ready for market.

Strong and substantially built, it stands up under the hardest service.

Proper spacing of cylinder and concave teeth insures the threshing of all grain.

Optional Equipment—Hand Feed and Windstacker—or—full equipment as illustrated—Self Feeder and Windstacker.

The Lincoln Separator can be furnished mounted on the same truck with our 22 H.P. Heavy-Duty, Ball Bearing Engine. This combination is the best outfit on the market to-day.

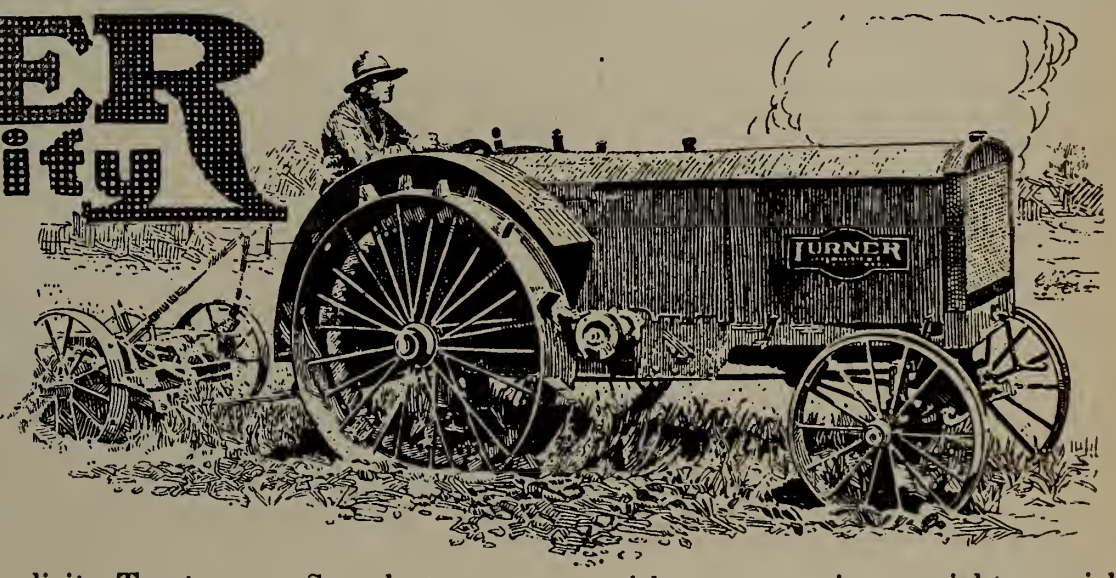
Dealers—Write for full particulars. Read carefully about the important features—the simple construction—and the great durability of the Lincoln Separator. Get our attractive sales offer on this fast-selling, efficient separator.

Cushman Motor Works of Canada Ltd.

Builders of the Famous Cushman Light-Weight Engines.
Dept. E Whyte Avenue and Vine Street, WINNIPEG, MAN.
Distributing Warehouses:—
Toronto, Moose Jaw, Saskatoon, Calgary, Edmonton.

Tank Heaters
Straw Spreaders
Lincoln Saws
Incubators and Brooders
Auto Accessories
Tractor Plows
Combination Threshers
Light-Weight Engines
Lincoln Grinders
Vacuum Washing Machines
"Hoiland" Wild Oat Separators
Smut and Pickling Machines
Western Pulverizer, Packer and Mulcher
Wagner Hardware Specialties
Shinn-Flat Lightning Conductors
"Does-More" Lighting Plants
24-46 Separators
Lauson 15-25 and 15-30 Tractors

TURNER Simplicity



Leave a good name behind at every sale

No matter where you sell a Turner Simplicity Tractor, nor for what kind of farm job, you can go back at any time and find it satisfactory. The longer your customer uses it, the more he is going to boost you.

That is why the best distributors, all over this country and Canada, are pinning their faith to it. It is the thing that has made the Turner Tractor break all speed records for sales increase in the past two years.

Surplus power without excessive weight, quick moving, quick turning, adaptability to all kinds of belt jobs, kerosene or gas burning, thorough protection from dust, these and dozens of other qualities are responsible for this smashing sales record

Get all the facts before sales arrangements are made for your locality. Write or wire today

Turner Manufacturing Co., 215 Lake Street, Port Washington, Wisconsin

The Practical Tractor

The Oliver Plow Book

One of the best and most informative books on the subject of plowing which we have ever perused is "The Oliver Plow Book," a treatise on plows and plowing, just issued by the Oliver Chilled Plow Works, South Bend, Ind. This fine publication is a great credit to the Research and Agricultural Extension Department of the company headed by C. A. Bacon. Beyond the mere fact that this book is a complete and concise authority on the subject of the mechanics of plowing, it gives a wealth of information on such important factors as: Function of Plant Organs; Influence of Water; Importance of Air for the Soil; Soil Temperature; Why Soils Must be Handled Differently; Depth of Plowing and When to Plow; Plowing to kill Weeds, etc.

Containing well over two hundred pages, and bound in an attractive cover, "The Oliver Plow Book" is profusely illustrated with diagrams, charts and reproduced photographs of actual effects produced by plowing under different conditions. From the mechanical side of the plow, there are sections dealing with such subjects as Plow Bottoms; Scouring Troubles; Sharpening Soft Centre and Crucible Steel Shares; Sharpening Chilled Shares, the Rolling Coulter and the Jointer; Tractor Plow Hitches; Adjusting Horse Plows, etc.

The chapter on the depth of plowing is one that should be of great value to dealers in Western Canada, where in so many districts deeper cultivation is necessary. Further, the advice given on plowing to kill weeds is one of the most valuable sections that the farmer could study. The effect of different plow bottoms and the result they produce is finely outlined and illustrated by a splendid series of photographs. Scouring troubles are clearly explained and remedies suggested.

Of especial interest to dealers and experts are the chapters dealing with tractor plow hitches and the adjustment of horse plows. The views and diagrams covering these subjects are excellent, and complete instructions are given as to how draft problems may be overcome. Closing with a chapter on disc plows, "The Oliver Plow Book" is indeed an invaluable addition to the literature of agricultural engineering. It should be of the greatest educative value to student, farmer, dealer, salesman, expert; in fact, anyone interested in the subject of scientific plowing. We are glad to note that "The Oliver Plow Book" is not to be cheapened by promiscuous distribution. It can be had from the Oliver Chilled Plow Works, South Bend., Ind., for one dollar. Dealers may secure dozen lots for $10, and large quantities for $9 per dozen. The price is a bagatelle compared with the practical value of the book to any dealer or farmer.

Conservation of Vehicle Woods

Wagon and vehicle manufacturers in the United States should benefit by the investigations and experiments of the U. S. government during the war, according to Farm Implement News, Chicago. Marked advances have been made in the introduction in various wood-using fields of splicing, and in the gluing together of small or thin sections of wood, thus opening opportunities for the use of small units which have hitherto represented an economic waste. The U. S. government specialists began their work in the field of airplane parts, but latterly they have been experimenting with parts of vehicles with the idea of evolving a built-up tongue and bolsters and various parts of wagons and other vehicles.

WHEN ignition fails there are any number of places in which to look for the source of trouble. Users of Kingston Ignition Specialties have a minimum of the ordinary ignition troubles.

The RELIABLE KINGSTON magneto continues leader in its field. It is staunch, powerful, positive, durable. It is actually and not theoretically dust proof and water proof. It is at all times dependable.

Spark plugs, coils, magnetos, switches—every ignition device that bears the KINGSTON name must come up to a rigid standard of quality.

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

Branches; New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Ave.; Boston, 15 Jersey Street.

SELL McCORMICK AND DEERING TILLAGE TOOLS

Builders of Good Seed-Beds

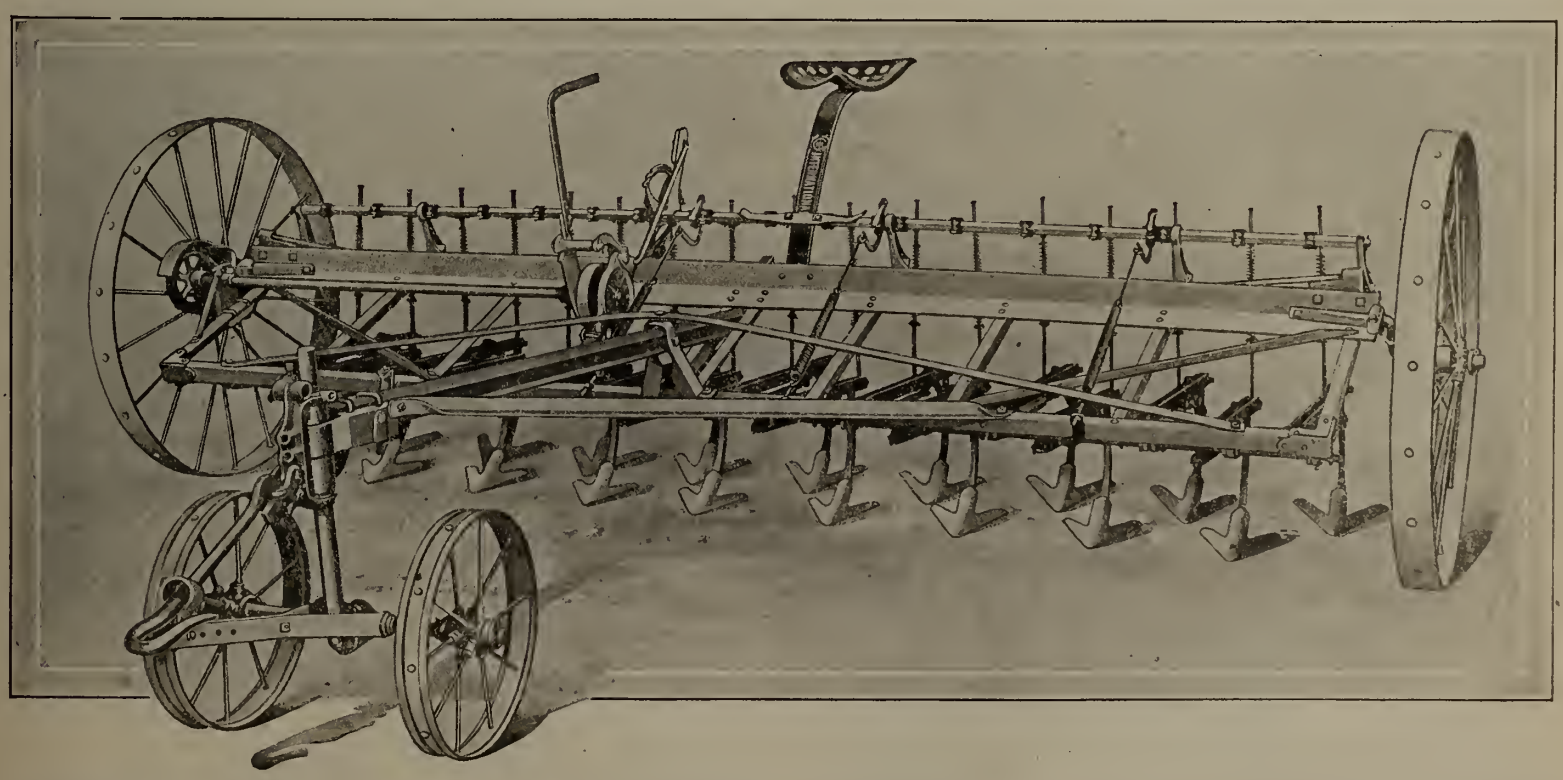
FARM seasons move on, and the farmer changes his demand for machines to fit the time, the crop, and the field, but his need for seed-bed tools pops up every now and then. He is likely to come to you now, and sure to come to you later, for GOOD TILLAGE TOOLS.

Travel along in the society of those agents who will enjoy the biggest tillage turnover this year. Sell McCORMICK and DEERING tillage tools—disk harrows, spring and peg-tooth harrows, stiff-tooth cultivators, Culti-packers, etc. The 1920 International line of implements for laying crop foundation is the most complete we have ever offered. Farmers have come to know that these implements are thorough in their work, that they are not only efficient, but also very durable, being made of high-grade materials throughout. The names McCORMICK, DEERING and INTERNATIONAL are guarantees of unquestioned worth.

Our campaign and co-operation will lead the seed-bed makers of 1920 to you for the best tillage implements. Get into communication with the branch house and build a record in sales of tillage implements!

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.



International No. 2 Field Cultivator; 12-foot size is regularly equipped with power lift and tractor hitch. The 6, 7½ and 9-foot sizes are regularly equipped with poles and eveners for horses. Power lift and tractor hitch can be furnished at extra cost. Fore-carriage, for use only on 12-foot machine when horse drawn, is furnished at extra cost.

Farm Machinery Legislation in Manitoba

As was pointed out in our last issue, some amendments have been made to the Manitoba Farm Implement Act. The Winnipeg Wholesale Implement Association, through legal representation, had some of the proposed alterations and amendments changed. The main feature was that of the definition of a new implement as compared with a second-hand machine. In the sale of second-hand implements in Manitoba, Form "C" is provided by the Act.

It is probable that in the case of small second-hand implements in many instances there is no agreement at all signed. The farmer loads the machine on his wagon, or hitches it behind, if practicable, pays the money and signs no agreement. As the amendment stands, there being no Form "C" used, this machine is to be treated as if it were a new implement. From a legal standpoint, however, if both parties understood that it was second-hand and it was so agreed, the statute should not arbitrarily give one party the right to say afterwards that although he had bought it for second-hand he was going to treat it as if it had been warranted as new. Dealers should pay close attention to this point.

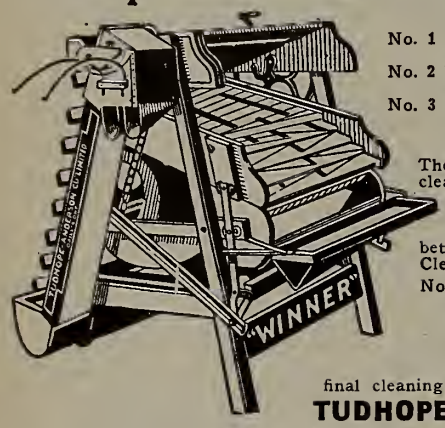
In many cases dealers in Manitoba can obviate trouble by being careful, in every case, when selling a second-hand implement to have Form "C" employed and executed, as required by the Act. Should this form be omitted, a purchaser could wrongfully put the dealer to some unpleasant trouble.

Reading of Contract

Another point at issue is section 15, which requires the vendor to read over and explain the contract to the purchaser, in language he understands, before the latter signs the contract. The burden of proving that the contract has been read and explained is upon the vendor, who can make an affidavit in this connection which will be held by a court to be proof of the fulfilment of section 15.

Will the farmer always wait until this is done? In the case of parties who refuse to stay and listen to the reading of the contract they have signed, it might be well for the dealer to commence reading contract and to continue it even though the customer was rapidly retreating with his team or automobile. The bailiff who served certain writs, and had to announce shortly their effect, in the old days often commenced to read while the other party was running away. This is as near an approach to compliance with the statute as can be suggested in those cases where a party says, "I know what is in that contract. I have signed several of them before. I am not going to wait."

Tudhope-Anderson WINNER Fanning Mill



Built in three sizes:

No. 1 Winner, 24 inches.
Capacity, 30 to 40 bushels per hour.
No. 2 Winner, 32 inches.
Capacity, 40 to 60 bushels per hour.
No. 3 Winner, 40 inches.
Capacity, 60 to 80 bushels per hour.

Supplied with or without Bagger.

The superiority of the "WINNER" has been clearly proven by the ever-increasing demand in the Canadian West. This can only mean that the users of grain-cleaning machinery (the ones who know) appreciate how much better the "WINNER" is than any other Cleaner. Invest in a "WINNER."

Notice—The original "WINNER FANNING MILL" has been manufactured in the past by the Tudhope-Anderson Co., Ltd., and they are authorized to market all such mills they may have on hand, or upon which royalty has or may be paid, in the final cleaning up of their Fanning Mill business.

TUDHOPE-ANDERSON CO., LIMITED

Assorted stocks carried at our warehouses:

Regina and Saskatoon, Sask. WINNIPEG. Man. Calgary and Edmonton, Alta.

For free full descriptive circulars write Tudhope-Anderson Co., Limited, at any of the above-mentioned addresses.

Dealers should get our Special Proposition for the Sale of this Machine

Increase the Price OF YOUR GRAIN 20%

If you will consider the dockage that you may suffer to local elevators for withered wheat, mustard, wild oats and all other foul seed, you will appreciate that you are now losing more than 20% of the market value of your grain.

In the first place you get a lower grade; hence, a lower price.

In the second place you suffer an enormous dockage supposedly based upon the percentage of the foul seed in the grain you offer for sale.

A MERRYFIELD GRAIN GRADER SAVES THIS DOCKAGE

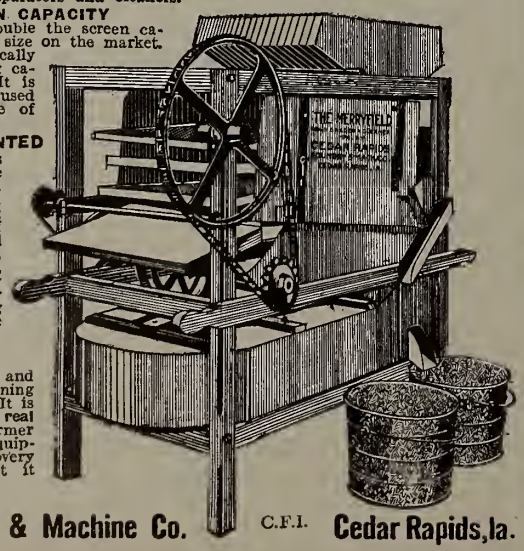
Into the Merryfield Grain Grader we have built all of the principles of the large elevator or flouring mill, seed graders, separators and cleaners.

EXTRA LARGE SCREEN CAPACITY

This grader has more than double the screen capacity of any other grader of its size on the market. This gives the machine practically twice the separating and cleaning capacity of any other machine. It is the only machine where no air is used on the screens for the purpose of separation.

CLEANING FEATURES PATENTED

The cleaning features of this machine are patented and are exclusive to this machine alone. The cleaning is done by air. The control of the air is perfect; you can get the right amount of air blast for any kind of seed whether wheat, oats, rye, barley, clover, timothy, millet, alfalfa, alsike, red top, blue grass, or any other kind of seed. No matter what your cleaning or separating problem is, Merryfield will do the work.



NOT A FANNING MILL

Do not confuse this grader and separator with the ordinary fanning mill. It is anything but that. It is a real grader; a real separator; a real cleaner; a machine that no farmer should leave from his farm equipment. It pays for itself on every thousand bushels of grain that it grades, cleans or separates.

Write for circular and prices.

Cedar Rapids Foundry & Machine Co. C.F.I. **Cedar Rapids, Ia.**

Plymouth Cordage Co.'s Warehouse in Course of Construction at Fort William, Ont.

Plymouth Cordage Co. Erecting New Warehouse

To keep abreast with the constantly increasing demand for Plymouth products, particularly binder twine, the Plymouth Cordage Company, North Plymouth, Mass., is now constructing another large warehouse with a storage capacity of 15,000,000 pounds. Fort William, the most westerly city in Ontario, has been selected as the site for this notable building achievement by reason of its location and the economic facilities thus afforded.

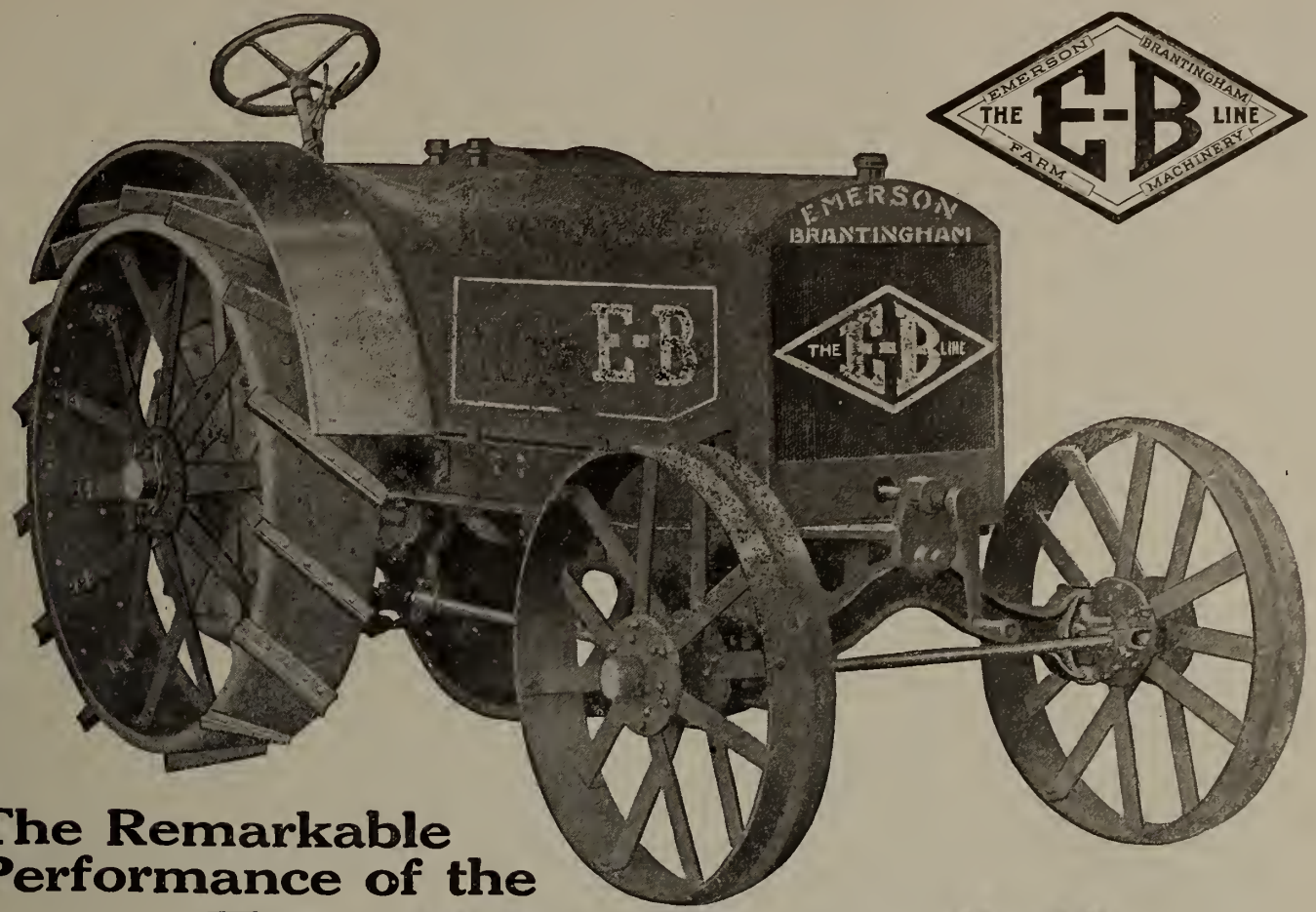
At Fort William we have the water-gate of the vast productive territory of the Canadian Northwest. During navigation season ships loaded with all kinds of goods enter Fort William and Port Arthur, discharging and returning to their home ports loaden with West Canadian grain. Fort William is essentially the central point for storing binder twine, upon which depends the harvesting of our Western grain.

The new Plymouth warehouse will be 202 feet long and 102 feet wide, a five-story fireproof structure of reinforced concrete, the floors and columns being of this construction, while the wall panels and partitions are of brick. A photograph taken during erection is shown. Located on the water front of the Kaministiquia River, and permitting the movement of tonnage cargo in lots from Lake Erie or Lake Huron, a discharge direct into the building is provided, the first floor of the warehouse being 6 feet above the water level. The third floor of the building is on a level with the trackage, thus enabling direct loading of the binder twine into freight cars to be re-forwarded over any of the several lines that tap the great harvesting fields of the western territory. These exceptional facilities make possible the assembling of large stocks of Plymouth products for the Canadian Northwest trade prior to close of lake navigation, thereby insuring quick deliveries of rope and binder twine to their customers throughout the territory during the winter months, and creating as well an available supply of binder twine for immediate shipment to the Western Canadian wheat fields in season.

Carburetor Concern Expands

Work is being begun on an addition to the plant of Byrne, Kingston & Co., Kokomo, Ind. This will consist of a building which will practically double the present machine room floor space. The new department will be equipped with the latest production machinery, a large portion of it of a special design. The company states orders and shipping schedules for 1920 are such that quantity production for the year is assured of reaching over 1,000,000 carburetors.

Good display helps sales.



The Remarkable Performance of the E-B 12-20 TRACTOR

IN ENGLISH TRIALS PROVES OUR CLAIMS

24 of America's Best Tractors in Competition - 24

Heavy Wet Clay
Sept. 24, 1919

Tractor No.	Cost of fuel per 100 lbs. drawbar pull
17 E-B	**$0.0428**
14	.0581
7, 25	.0589
29	.0634
51	.0638
52	.0662
34	.0767
31	.0775
21	.0779
33	.0795
27	.0864
28	.1010
20	.1357
41	.1535

If requested, we will be glad to furnish the names of the tractors corresponding to the above numbers.

The E-B dealers in London—Melchior, Armstrong & Dessau—entered the E-B 12-20 in several days of extensive tests near Lincoln, England, and the judge's report gave the E-B Tractor *first* place in fuel cost per 100 pounds drawbar pull in plowing on heavy and light land.

This tractor, 3,000 miles from home and expert service, led the field of American made machines in this respect. Surely this is a record that any dealer will be proud to show to a tractor prospect. Realizing the importance of the trials, several manufacturers entered more than one machine.

England's best engineers, unbiased and unattached to any concern, conducted the tests and made the report. The plowing done on Sept. 24 was in heavy, wet clay soil; and that on Sept. 25 in medium light loam.

Quoting the judge's report: "The E-B is a useful tractor of medium weight and power. During the trial it did good work on both the heavy and light land. It also did good work with the disc harrow."

Medium Light Loam
Sept. 25, 1919

Tractor No.	Cost of fuel per 100 lbs. drawbar pull
17 E-B	**$0.0553**
7	.0589
34	.0618
13, 51, 52	.0634
29, 31	.0642
25	.0650
28	.0654
14	.0707
27	.0711
13	.0771
33	.0787
40	.0724
20	.0937
21, 41	.0969

If requested, we will be glad to furnish the names of the tractors corresponding to the above numbers.

The dynamometer tests gave the following results: "Drawbar pull to skid driving wheels (in lbs.) *4000*. Sustained drawbar pull (in lbs.) *3600*. Drawbar horse-power, *14.5*."

Anderson-Roe Company Ltd.
Winnipeg Regina Calgary Saskatoon
Distributing Stocks at Edmonton and Lethbridge

Emerson-Brantingham Implement Co.
Regina
Distributors of the E-B Line of Power Farming Equipment in Saskatchewan

Emerson-Brantingham Implement Company

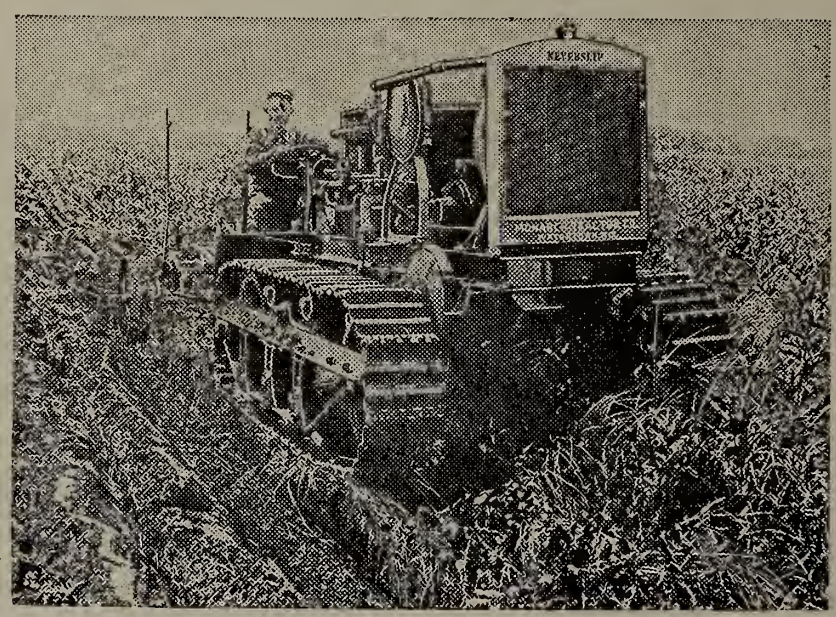
Established 1852 (Incorporated) Rockford, Illinois

A Complete Line of Farm Machinery Manufactured and Guaranteed by One Company.

MONARCH NEVERSLIP TRACTORS

THREE SIZES: 16-9 H.P. 20-12 H.P. 30-18 H.P. FOR EVERY FARM USE

STRENGTH



TRACTION

The Monarch has Power to Spare

DEALERS handling MONARCH "Neverslip" Tractors know their customers need not fear the hardest conditions of ground or grade. They know that the principles of MONARCH construction insure its performance up to the full weight of capacity, under every working condition. Confidence in MONARCH power, strength and mechanical excellence helps MONARCH dealers build big, profitable tractor business.

Engine power in a tractor is only valuable in so far as it can be converted into TRACTION. The MONARCH Tracks give an irresistible grip on the ground and utilize the maximum of actual traction for the engine power developed. The tracks are made of wear-resisting Manganese Steel.

For Every Purpose—in Every Season

The motor and transmission on MONARCH Tractors are designed to meet the most drastic tractor requirements. Extra large bearings; slow speed, heavy-duty motors. Ample power for all belt work.

The MONARCH travels over soft, wet or loose soil, and does the work in early spring when other tractors could not operate. The MONARCH gets in the field first—and stays there even after the snow flies.

The dealer does not make good for the MONARCH—it makes good for itself on every job. In every territory where we are not represented we want an energetic dealer to sell MONARCH "Neverslip" Tractors. He must be a man who can handle big, profitable business—for MONARCH tractors sell easily—and stay sold.

If you can qualify, and are ready to assume leadership in your territory—don't wait but write at once for full particulars.

DEALERS:—Get the Monarch "Neverslip" Proposition

Factory:

MONARCH TRACTORS, LIMITED, BRANTFORD, ONT.

Western Canadian Distributors:

MONARCH TRACTOR SALES, LTD.

156 PRINCESS STREET WINNIPEG, MAN.

A New Canadian Tractor

Canadian Tillsoil Farm Motors Ltd., Montreal, announce the "Tillsoil" tractor, a Canadian-made machine. The company have opened Western Canadian branches at Winnipeg, Moose Jaw, Saskatoon and Calgary. The general manager of Canadian Tillsoil Farm Motors is B. G. Baker, who is well known to the Western Canadian trade, and who has an intimate knowledge of the tractor requirements of the Canadian West. L. A. Cannon has been appointed field manager for Manitoba, with headquarters at 156 Princess St.; C. M. Gorham is field manager for Saskatchewan; and J. F. Porter, field manager in the Province of Alberta.

With an experience in the farm equipment field dating from 1895, Mr. Baker has developed the "Tillsoil" from his mechanical knowledge of what the farmer requires in a tractor. In 1910 Mr. Baker conceived the idea of holding practical schools on tractioneering. From 1910-1914 he states that over five thousand farmers attended these schools. As a result of the ideas acquired by actual contact with the farmer, and from his own wide field experience, Mr. Baker, in 1912, designed the "Tillsoil." For four years the machine was changed, modified and improved, and in 1916 production commenced. As he says to Canadian Farm Implements:

"Power is an essential, and the 'Tillsoil' motor was designed to provide a 30 per cent reserve power in excess of the normal power required to pull three 14-inch breaker bottoms in virgin prairie sod. At various speeds the 'Tillsoil' will pull three 14-inch stubble plows, or four 14-inch, or five disc plows at from 2¾ to 3¼ m.p.h. It will also furnish good and steady power to operate a 26-inch or 28-inch grain thresher fully equipped to maximum capacity.

"Experience has taught the Western Canadian dealer that durability, the best materials and manufacturing methods are necessary if a tractor is to stand the strain of power farming. No expense has been spared to insure long life in the 'Tillsoil.' With ordinary care and maintenance it should give 10 years' service or more. Every mechanical feature in the 'Tillsoil' has been thoroughly field tested over a period of three years — plowing virgin prairie gumbo over hundreds of acres by our tractors.

"In designing the 'Tillsoil' we paid especial attention to accessibility. Every part of our tractor can be easily reached from the

ground without the aid of special tools. With the advancing cost of fuel and lubricating oils, operating economy is an essential in the tractor. The 'Tillsoil' motor is specially designed to burn low-grade fuel oils perfectly at all loads, and under all conditions. It is a farmer's tractor — that requires no expert help to operate and maintain."

Specifications

The "Tillsoil" gives 18 h.p. at the drawbar, and 30 h.p. at the brake, with a guaranteed 30 per cent reserve power. The motor is two cylinder, twin, four cycle horizontal, medium speed type, with valves in head. Cylinder bore is 7 inches by 8-inch stroke, with an engine speed of 675 to 750 r.p.m. The crank diameter is 3 inches with bearings 5½ inches long. The front wheels are 36x6 inch, and the rear wheels 56x12-inch, with 6-inch extensions provided. The speed range of the "Tillsoil" is from 2¼ to 3¼ m.p.h. In the transmission, all gears are reversible, except the low speed sliding gear, and the two differential spur gears. Master gear pinions and the final drive internal gears are reversible, so that after beng worn on the forward side, as originally installed, they can be reversed and further mileage obtained.

The oil burning system is of special design, heat being applied at the proper temperatures and at the proper place, as the fuel passes to the firing chamber. A Schebler model D carburetor is used. High tension magneto ignition and automatic impulse starter are provided. The governor is of the fly-ball, positive, throttling type. The steering gear is of the irreversible worm and worm gear type. Frame side members are 7-inch channel steel, 12¼ lbs. to the foot, and are strongly rivetted. The "Tillsoil" has a fuel tank capacity of 25 gallons kerosene and 5 gallons gasoline. The width over all is 60 inches, height 64 inches, length 143 inches, and the weight 5,500 pounds.

Holding Schools

Canadian Tillsoil Farm Motors will hold travelling tractor schools, at each of which five tractors will be built. A special instructor is provided for each class of eight men. These schools will be held at Winnipeg, Portage la Prairie, Swan River, Melfort, Calgary, Edmonton, Saskatoon, Brandon, Regina, Humboldt, Kamsack, Yorkton and other points.

Ignition Company Wins Suit

The patent infringement suit of the K-W Ignition Co. of Cleveland, Ohio, against the Ford Motor Co. of Detroit, Mich., was decided in favor of The K-W Ignition Co., after a trial of several days in Indianapolis. The court sustained the validity of the patent covering the K-W spark coil extensively used on Ford cars, and held that Ford Motor Co. had infringed said patent, and awarded the K-W Ignition Co. an accounting of the profits and damages arising from such infringement, fixing the appeal bond of the Ford Motor Co. in the sum of one million dollars.

Chase Tractors Corporation

Chase Tractors Corporation, Toronto, are a big addition to the industrial world in Canada. The company have a capital stock of $1,000,000, the officials being: President, R. J. Cluff; vice-presidents, W. J. Cluff and T. P. Birchall.

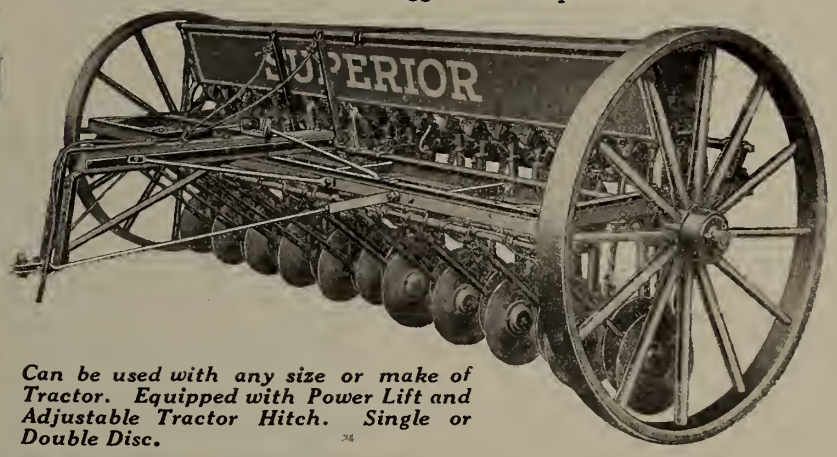
The Chase tractor has been on the market for ten years, and the new company is a Canadian concern—Canadian money and Canadian men.

The company was organized to purchase outright the interests of the Chase Motor Company of Syracuse, N.Y. The United States' market for this well-known tractor is now supplied from the Canadian plant—as is the export trade with Great Britain and foreign countries. The big munitions plant at Toronto, in which R. J. and W. J. Cluff produced millions of shells, has been converted into a modern tractor factory and is being operated with the same attention to detail, the same scrutiny of materials and machinery, the same inspection of every mechanical part.

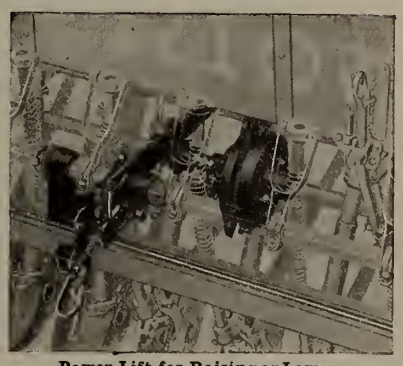
Proper Seeding is the Basis of All Farm Prosperity

SUPERIOR
Tractor Grain Drills

Farmers know that this drill fits all requirements of seed and soil, that it sows for Biggest Profits per acre



Can be used with any size or make of Tractor. Equipped with Power Lift and Adjustable Tractor Hitch. Single or Double Disc.



Power Lift for Raising or Lowering Discs. Operated from Tractor Seat

Dealers: Order Now

The Superior is the only REAL POWER LIFT Drill in Canada. Superior single and double disc bearings are guaranteed for the life of the drill. The Superior double-run force feed positively sows out the last seed.

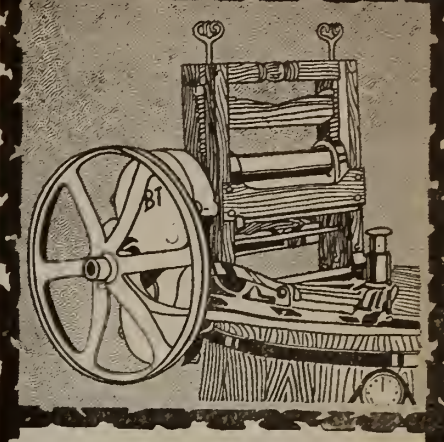
Equipped with Steel Telescoping Grain Tubes that will not kink, stretch or break under the hardest service. Discs are made from Saw-Blade Steel. Folding Levers. Patented Oscillating Drag-Bar Heads give 50 per cent more clearance when needed than is possible with any other drill.

We Are Manitoba Distributors For

The New
HART-PARR

Three-Plow Tractor. The Tractor that has held the lead in the field everywhere. Ask for proposition.

Hart-Parr of Canada, Ltd.
Winnipeg, Man.



Saves You Trouble

Your customers need a ***reliable*** power washer. You want to sell the kind that stays sold, that works week after week, without any calls reaching you to go out and make repairs.

TIME SAVER **Time Saver Engine Drive Washer**

The Time Saver Engine Drive is that kind of washer. Every part is strong and substantial.

The design is simple. There are no complications to get out of order.

Working parts do not depend on a wooden tub which is bound to warp and shrink in time. They depend on a solid iron bed plate, like a shaper, planer or lathe. Consequently, gears never lose their adjustments.

After years of use the Time Saver runs as well as ever. We still have territories open for good, live dealers. Write to our nearest branch for full particulars.

BEATTY BROS. LIMITED

Winnipeg, Man. — Fergus, Ont.
Montreal, Que. — St. John, N.B.
Edmonton, Alta. — London, Ont.
Vancouver, B.C. — London, Eng.

Hitch Trailers to Your Business

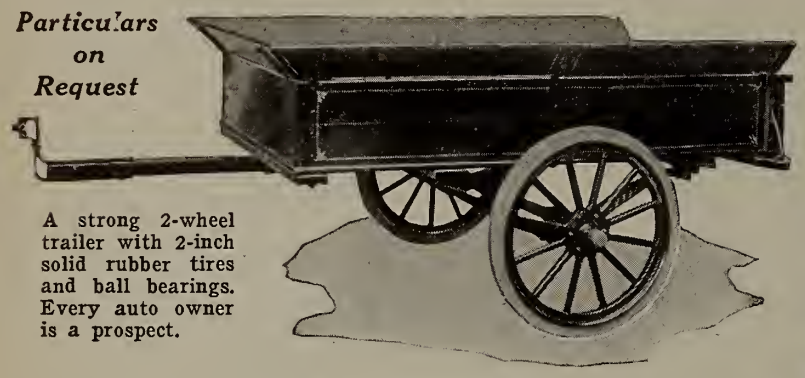
TRAILERS are in demand everywhere. No wise automobile owner will scratch the body or tear the upholstery of his car by loading freight. "PEERLESS" TRAILERS can be sold in both town and country for use by the farmer, storekeeper, livery man, well driller—anyone, everywhere—who owns a car. In your own business the TRAILER will be found indispensable for carrying demonstration machines through the territory. Increase your profits this year by securing the agency for the "PEERLESS." Let us send you literature and prices.

QUALITY LINES THAT MOVE QUICKLY

McLaughlin Buggies and Cutters
Canada Carriage Buggies and Cutters
Peerless Automobile Trailers
The "Fox," Automatic Grain Picklers
Briscoe Cars, Touring and Roadster
"Tillsoil" Tractors--18-30 H.P.

Ask for Our Liberal Agency Offer

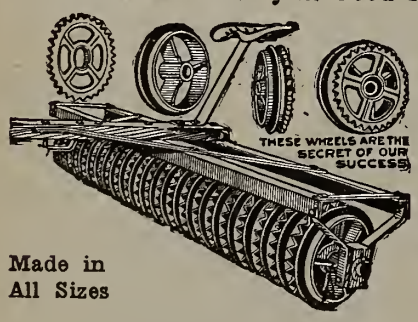
Particulars on Request



A strong 2-wheel trailer with 2-inch solid rubber tires and ball bearings. Every auto owner is a prospect.

McDonald & McKinnon
156 Princess Street **Winnipeg, Man.**

NOW is the Time to Book Your Orders
for
THE WESTERN PULVERIZER PACKER AND MULCHER
To Insure Delivery in Good Time for Spring Operations



Made in All Sizes

The Western Pulverizer, Packer and Mulcher pulverizes and packs down the soil and puts it in perfect condition for seeding in one operation, either a stubble ground or sod ground. It will not clog. Provides a granular mulch to the land which stops evaporation and preserves moisture.

PLOW PACKER

2 ft. 6 in. two-furrow .....weight 330 lbs.
4 ft. three-furrow .....weight 475 lbs.

SINGLE SECTION

4 ft. .....weight 600 lbs.
6 ft. .....weight 725 lbs.
8 ft. .....weight 920 lbs.
10 ft. .....weight 1200 lbs.
12 ft. .....weight 1400 lbs.

THREE SECTION

11 ft. .....weight 1400 lbs.
15 ft. .....weight 1840 lbs.
21 ft .....weight 2650 lbs.

STRONGLY BUILT
SAVE LABOR
MAKE A PERFECT SEEDBED

WRITE FOR OUR DESCRIPTIVE CATALOG AND PRICES

Cushman Motor Works of Canada, Limited
Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. E, WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

The Advance-Rumely 1920 Dealers' School

The Advance-Rumely dealers' schools, recently closed, at La Porte, were a bigger success this year than ever before. They were held at the main plant of the company. There were four schools each covering a period of two weeks.

The attendance at all four schools totalled close to 1,000.

Dealers at Work on Motors in one of the Laboratories

There were dealers from all parts of the United States and Canada. At one of the schools one of the foreign branches was represented by two dealers from Stockholm, Sweden, who handle the Oil-Pull line in Scandinavia, Russia and Poland. The photographs shown give some idea of the huge attendance at the school.

The school was handled much like a large university with regular lectures and laboratory classes running from eight in the morning until five at night. Lectures were given by some of the best engineers in the automotive industry. After the lectures the dealers put on "overalls" and went into the laboratories where they assembled and "stripped down" the different parts of the machine. Every man put in hard work at the transmission motor, ignition, and other tractor parts. He then went out to the Oil-Pull factory and assembled and took down the complete machine. He put in the same work on the "Ideal" separator. At the completion of two weeks of this kind of work the dealer left La Porte equipped to give a service to his customers that couldn't be beat.

The old saying that "all work and no play makes Jack a dull boy," must have been one of the company's axioms, for plenty of entertainment was furnished. At each two weeks session there was given two ten-act vaudeville shows by talented professionals from Chicago. In addition to this there were boxing contests and each school ended with an elaborate banquet and entertainment furnished by professional cabaret artists.

At the end of the sessions the dealers returned to their territories enthused with the Advance-Rumely family spirit, and more alert for business than ever.

Interior of Lecture Hall, G. W. Iverson giving instructions on Ignition

"You Should Know PENDOL"

(*Signed*) ***Prof. NICHOLAS TURNER***

In 1917 Prof. Nicholas Turner, a noted chemist, believing that perfection in lubricants had not been reached, began a series of exhaustive experiments. After two years of constant research he discovered a compound possessing remarkable lubricating qualities. But laboratory analysis was not enough! Day after day for one entire year this oil was subject to the most gruelling tests under practical everyday working conditions, till to-day it stands alone as ***Friction's Fiercest Foe!***

Under the direct supervision of Prof. Turner, this oil is now produced in enormous quantity by the

WESTERN PETROLEUM CO., CHICAGO, U.S.A.

Scientific Compounders of Pennsylvania-Western Petroleum Products

PENDOL **is more than the mark of a superfine product, it is the sign of a comprehensive service. This service is maintained in CANADA by the**

CROWN OIL CO., LTD., 160 PRINCESS STREET WINNIPEG, Man.

Sole Distributors for the Dominion of Canada :: Write for Price List and full particulars

CARING FOR THE WEARING OF THE BEARING

Saskatchewan Items

J. Vale, implement dealer, at Swift Current, has discontinued business in that town.

Kirkaldy and Grinder, Swift Current, have entered the implement business, handling Cockshutt goods.

Arnold and Burtch, dealers at Saskatoon, have dissolved partnership. Mr. Burtch continuing the business.

J. J. Aikins, formerly of Drinkwater, has opened an implement business at Tompkins, handling John Deere goods.

The John Deere Waterloo Boy tractor school opened at Swift Current on March 15th. A most successful school was held.

L. F. McLaughlin, John Deere agent at Swift Current, has returned after having spent the winter in Ontario.

Kennedy and Jones, implement dealers at Abbey, have dissolved partnership. The business is now being carried on by Mr. Kennedy.

James Smart, salesman for the John Deere Plow Co., at Regina, has been appointed assistant to salesmanager H. H. Kohlman, at Regina.

J. L. Boyd, implement dealer at Regina, has been appointed local agent for the "Canadian" tractor, manufactured at Medicine Hat, Alberta.

J. A. Christianson, salesman for Aultman and Taylor Machinery Co., at Saskatoon, has been appointed manager of the Regina branch.

J. L. Deering, of the Aultman and Taylor Machinery Co., Regina, has been elected an associate member of the society of Automotive Engineers, a U.S. body.

George Matheson, the implement dealer at Craik, has returned from a trip to Eastern Canada. Mr. Matheson reports a very brisk demand for tractors in the Craik district this year.

J. L. Deering, Regina, formerly of the Hart-Parr Co., Charles City, Iowa, has been appointed manager of collections and credits for the province of Saskatchewan, with the Aultman and Taylor Machinery Co., Regina.

McKen and Harper, dealers at Piapot, have dissolved partnership. Frank Harper will continue the business. Mr. McKen, who owns a couple of sections of land at Lemberg, and three sections at Piapot, intends devoting his time looking after his farms.

The Regina "Morning Leader," of March 4th, reported from information received from local implement dealers that no increase in price was anticipated on Canadian-made implements. On March first all Massey-Harris, Cockshutt and International implements were increased about 10 per cent.

J. H. Desmond, sales manager for the Hart-Parr Co., Charles City, Iowa, with headquarters at Regina, has recently completed jobbing contracts with the following firms: Saskatchewan Grain Growers (Southern Saskatchewan); W. Arnold and John East, Saskatoon (Northern Saskatchewan), and the Alberta Hart-Parr Co., Calgary, distributors for Alberta.

Increased Wagon Demand

At the recent annual meeting of the Studebaker Corporation. South Bend, Ind., it was reported that the sales of the company in 1919 amounted to more than $66,000,000. Net earnings were $9,312,000. It was also stated that orders received by the vehicle division for the first two months of the current year were for more than 10,000 wagons, against 1,480 last year. The company's schedule for automobiles this year calls for production of 80,000 cars.

Issue New Catalogue

Christiansen Implements, Ltd., 908 William Ave, Winnipeg manufacturers of plow attached and direct haul packers, have issued a very attractive new catalogue. Clear cut illustrations show the "Farmer Jones" surface packers in operation. These machines are also supplied with surface and sub-surface wheels. They are made in 10, 12, 15, and 21 ft. sections and the sections can be used separately for attachment to gang plows.

A variety of handy hitches are shown for the Christiansen line. Of especial interest is the telescopic draw-bar produced exclusively by this company, which allows the widening of the area to be packed and the arrangement of extra gangs. In turning there is not the least trouble and the sections overlap, missing no land.

The "Farmer Jones" convertible mulcher, shown in the new catalog, has patent flat bands, running on the wheels, which eliminate the trouble found in damp soils of wheels clogging in the field. Manager W. J. Jones reports that users are enthusiastic over the results secured with these self-cleaning wheels. These packers do three operations in one. They pack, mulch and harrow the soil, and are invaluable in treating land so as to conserve moisture. Their axles are hollow and are filled with heavy oil, so that one filling will last for a week. Interested dealers can secure a copy of the new catalog upon request.

Appointed Service Manager for Separator Company

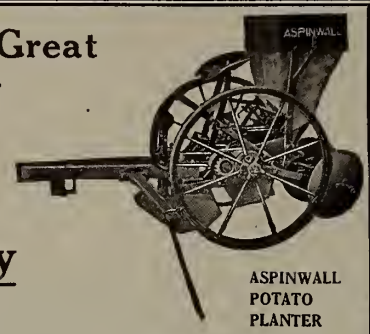
John A. Noren, known to thousands of dairy equipment dealers in Canada and the United States, has been appointed Service Manager of the Swedish Separator Co., of Chicago.

Mr. Noren has the advantage of knowing full well the problems that face the separator dealer; is able to realize his needs and understandingly help him. The success that attended Mr. Noren's efforts and the satisfaction that this firm derived from his efforts, are attested by the promotion given him as manager of "Viking Service."

There's Going to be a Great Demand this Spring for

Aspinwall

Potato Machinery



ASPINWALL POTATO PLANTER

PLANTERS, SPRAYERS, DIGGERS, and CUTTERS

CORN PLANTERS and SORTERS *Repairs a Specialty*

DEALERS: Get our Prices. Order Early and meet the demand for Potato Machinery this year. Write to-day

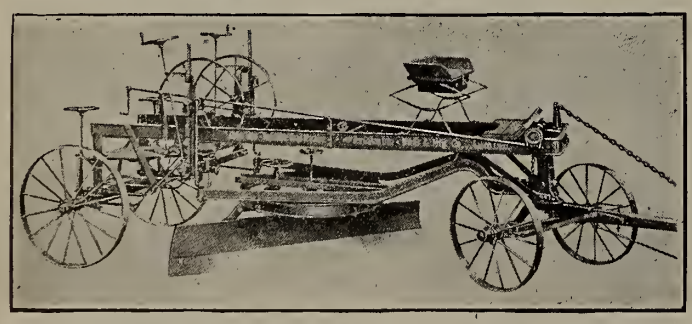
Full Particulars and Literature on Request

WILLIAM EDDIE

Aspinwall Distributors for Western Canada

175-179 Princess St. : (PHONE G. 1220) : Winnipeg, Man.

Dealers: Better Roads in Your District Means Bigger Business For You



Good roads increase farm values, make your customers richer and allow them to come to town oftener for required equipment and supplies. Good roads are a necessity in every community. Meet the demand in your territory for road-making machinery by handling our lines. You will profit now—and in the future by increased business. We sell a complete line of

ROAD MAKING MACHINERY

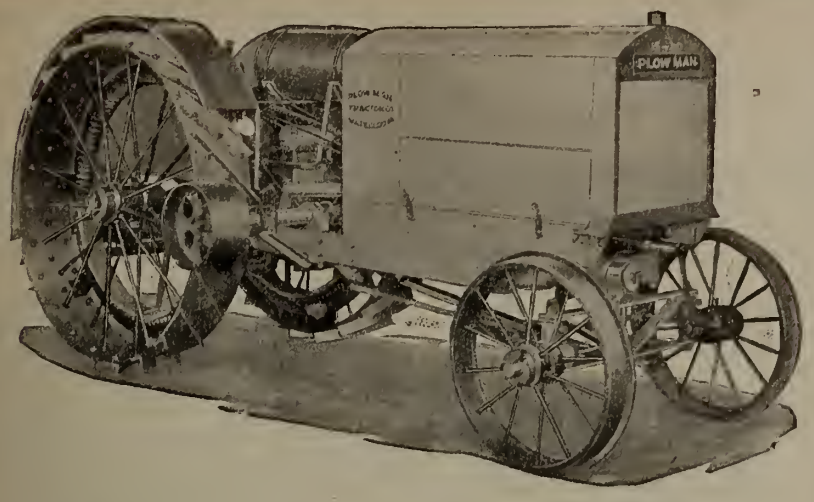
Ask For Literature and Prices On Our

Bucyrus Shovels, Wheel and Drag Scrapers, Elevating Graders and Wagons, Road Rollers, Plows, Levellers and Graders, Sprinklers, Sprayers and Flushers, Concrete Mixers and Stone Crushers.

OUR PROPOSITION WILL INTEREST YOU. ADDRESS

DOMINION EQUIPMENT and SUPPLY COMPANY, LIMITED

1001 McARTHUR BLDG. WINNIPEG, MAN.



When a farmer discovers that the Plowman 15-30 pulls four plows, with power to spare, he knows he has found the most economical tractor. That's why the

PLOWMAN 15-30—produces profit

The service a buyer obtains from a tractor may be taken as a measure of the dealer's success. Tractors that prove even bigger value than the user bargained for are so rare that the Plowman success in this regard makes it outstanding.

Everything that goes to make a tractor more profitable to the farmer helps the dealer to increase his business. On the other hand there is nothing that has done the tractor business so much harm as the sale of machines too light for the work required of them. Surplus power in a machine of proper size is the best assurance of satisfactory operation.

Big enough to handle every farm job and simply constructed to avoid overweight, the Plowman proves the most economical farm power. Economical because of more efficient fuel consumption, less friction wear, and longer life.

Of course "that's what they all say," but we are not merely talking, we are stating actual facts proven in Plowman operation. And we know the reason for these results. It lies in Plowman construction. Every part is chosen for its proven serviceability. There is not an untried feature in the whole tractor. It is an ideal assembly of efficient mechanism, built to produce maximum results.

DEALERS: We have a very Attractive Sales Proposition for You. Don't Delay. Contract with us NOW, and we can take care of Your Requirements. . . .

Specifications:

Steering Gear—Cut gear and worm enclosed in dustproof case and running in oil.

Clutch—Dry disc type, Raybestos lined and most simple to adjust.

Air Washer—Water type, no moving parts to get out of gear, giving a moist mixture, which is essential to a smooth running motor, and positively infallible, in the removal of dirt, which is so essential.

Draw Bar Horse Power, 15. Belt Horse Power, 30.

Radiator—Perfex, extra size, non-freezable. Cooling—triple type, fan, pump and syphon.

Motor—Buda Y. T. U., 4½-in. bore, 6-in. stroke. Lubrication—Full force-feed under pressure to all bearings. Cylinders—Four cast en bloc.

Ignition—Highest grade high tension magneto, with fully automatic impulse starter.

Carburetor—Stromberg.

Governor—Our own special enclosed fly ball governor.

Transmission—Foote standard sliding gear, running in oil. Enclosed in dustproof case. Two speeds forward, one reverse.

Bearing—Long series Hyatt Roller Bearing throughout transmission.

Speeds—Normal driving speed, 3 m. p. h. Reserve speed, 2 m. p. h.

Gears—Drop forged, heat treated, hardened.

Clutch Shaft—1½ in. special alloy steel. Carrying clutch running between motor and transmission, capable of sustaining 6,500 lbs. load.

Rear Wheels—French & Hecht 60-in. by 12-in. Fitted with Hyatt Roller Bearings and dustproof hubs.

Front Wheels—French & Hecht 30-in. by 5½-in. detachable rims, fitted with Hyatt Roller Bearings and dustproof hubs.

Brake—Raybestos lined band brake on differential drum.

Belt Pulley—8x14 inches, 590 r.p.m. Belt speed 2,600 ft. per minute.

Front Axle—Oscillating short turn, reinforced structural construction.

Frame—Heavy 5-in. steel channels 11½ lbs. to the foot.

Weight—Total, approximately 5,400 lbs. On front wheels, 1,980 lbs. On rear wheels, 3,420 lbs.

Turning Radius—Inside, approximately 15 feet.

Tread—Four feet 11 inches.

Dimensions—Height of tractor, 5¾ ft. Length over all, 16 ft. Width, 5½ ft. Wheel base, 99 in.

Write the Canadian Distributors:

The Northern Implement Co., Ltd.
Winnipeg

Plowman Tractor Co. of Canada, Ltd.
Regina

Edmonton Tractor and Implement Co., Ltd., Edmonton

Manufactured by Plowman Tractor Co., Waterloo, Iowa

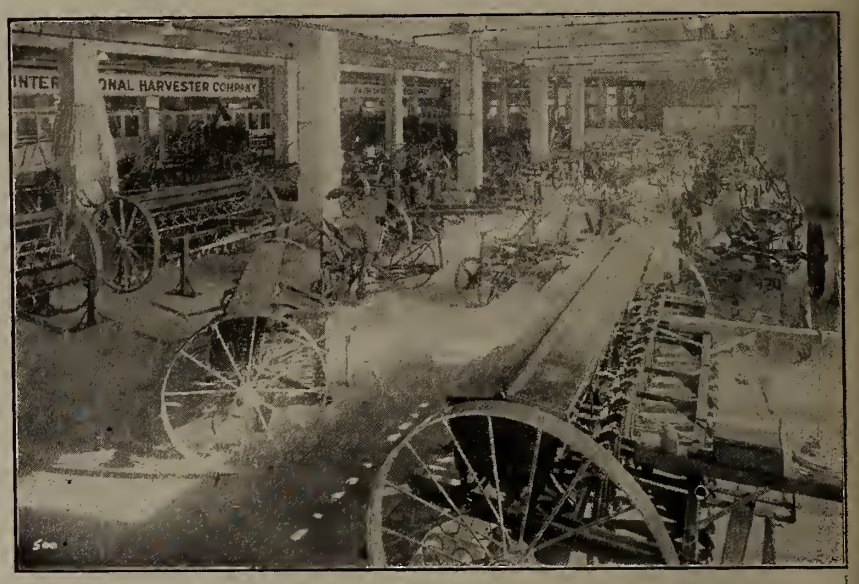
Scientific Buying and Selling Methods by U. S. International Exposition

Manufacturers' methods of buying are becoming more and more scientific. The war taught industry a lot that is new about buying as well as about selling, notably through contact with representatives of foreign business concerns and governments.

Perhaps the most logical and scientific means devised in any great market center under the spur of reconstruction conditions is the exposition of industrial products and materials. The most notable example of this modern buying and marketing plan is the rapidly growing permanent International Exposition of Industries, which takes up most of the floors of big Grand Central Palace in New York.

At the International Exposition buyers are not dependant upon catalogs or hearsay for exact data regarding any point or doubt, but may observe for themselves, and have all their questions concerning any one of a thousand different kinds of tractors, tools, machinery, or other diversified articles of equipment, answered promptly and authoritatively.

In the tractor, trailer and farm implement exposition the sales have long since passed the half-million mark and are still climbing steadily. South America, notably, is interested in farm machinery. Sales figures on the machinery floor are also swiftly ascending. This display is very impressive because of its exceptional comprehensiveness as a source of information.



One of the Farm Machinery Floors in the U.S. International Exposition of Industries, Grand Central Palace, New York

A tractor distributor or exporter sees the vast majority of tractors displayed, getting first-hand information on them. A tractor manufacturer in search of machine tools may see all of the machinery he needs to equip an entire plant without leaving the building, and assure himself that there is no guess-work about his selections, because everything is laid out in plain sight, and all facts and figures concerning the machines are at his service in the exhibitors' files in the building.

A Spark Plug with Special Features

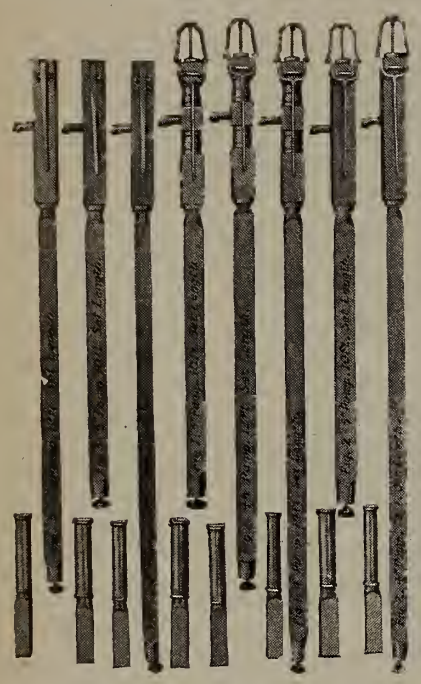
The Twin Fire Spark Plug Co., Detroit, Mich., have entered Western Canada with their line of spark plugs. These plugs are being handled by the John Murphy Co., 513 McIntyre Block, Winnipeg. D, W. Fleming, at the above address, is special representative for the Twin Fire organization.

Twin Fire spark plugs are guaranteed in full for all repairs or replacement as regards defective parts. They fire two-series sparks one point always firing if the second point fouls. In addition, the continuous hot explosions clean the fouled point. No increased consumption of current is stated to be necessary, the hot sparks igniting a greater volume of gas. The Twin Fire is said to be the only plug that keeps firing after one spark gap is short-circuited, giving longer service and satisfaction. They are made in standard ½-inch, ⅞, regular, and extension sizes, and metric, and are adapted for use on the majority of cars, engines and tractors.

Goes to Europe

John G. Gregg, in charge of the legal department of the Hart Parr Co., has sailed for Europe in the interests of his company. He will make an exhaustive survey of post-war conditions in Europe of interest to the tractor industry and will visit Norway, Sweden, Denmark, Germany, Holland, Belgium, France, Spain, Portugal, Italy and the Balkan States.

Shortage of supply makes early orders a good business policy.



Dealers!

Your Customers will soon be wanting a new Pump for Spring. Are you stocked with an assortment so that you can give them good service and a GOOD PUMP?

If not, let us ship you half a dozen or more.

Liberal Discounts.

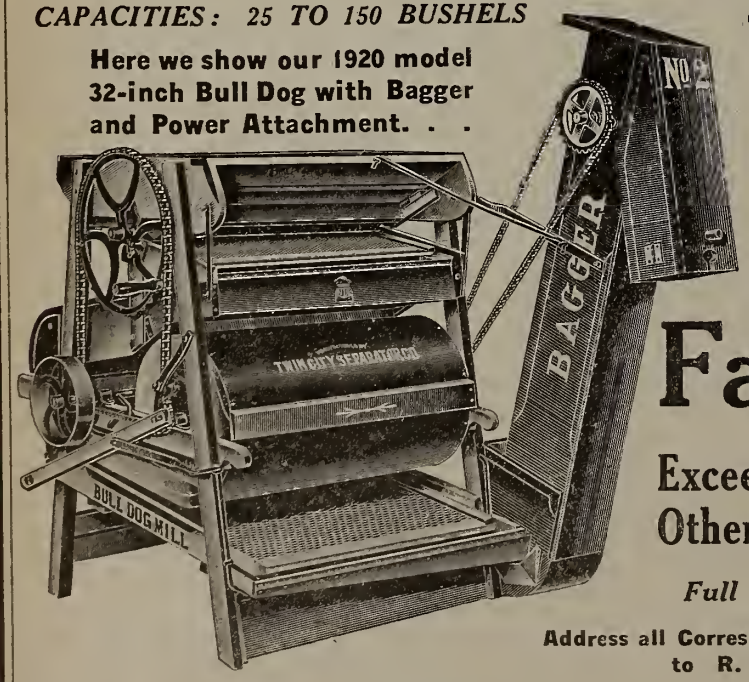
A Profitable Line for Dealers to Handle.

Manitoba Engines Limited

BRANDON, MAN.

CAPACITIES: 25 TO 150 BUSHELS

Here we show our 1920 model 32-inch Bull Dog with Bagger and Power Attachment. . .



There's A Reason Why The Demand For

Bull Dog Fanning Mills

Exceeds the Combined Sales of all Other Mills Sold in Western Canada

Full Particulars of all Sizes on Request

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alta.

Twin City Separator Co. Ltd. Off Logan on Quelch St. Winnipeg, Man.

HART-PARR 30 QUALITY IS MORE THAN "SKIN DEEP"

The most power for the longest time at the lowest cost

The best tractor to buy is the one that will do the biggest days work for the greatest number of days at the lowest total cost for labor, fuel and upkeep cost.

What Makes Long Life?

One big factor in the upkeep cost and long life of the Hart-Parr 30 is the accessibility of its working parts. The tractor that is simple and easy to keep in tip-top shape will naturally save the owner's time, will have fewer repairs, hence longer life.

Easy to Keep in Repair

Nineteen years tractor building experience has taught us to build a tractor that is surprisingly accessible.

For example, the crankcase of the Hart-Parr 30 may be opened for inspection by removing but four bolts—not fifty to seventy;

The transmission case may be inspected by removing two bolts at either end;

The fan shaft is friction driven—no slipping, breaking belt;

The clutch is adjustable from one point and from the platform of the tractor;

It has a belt-pulley without gears—easily aligned, easily controlled;

It is guaranteed to burn Kerosene as successfully as gasoline engines burn gasoline, to use no more of it and to develop as much power from it.

You Don't Need to Push on the Lines

The Hart-Parr 30 has ample power for your biggest job, hence it will handle your ordinary run of work without undue strain, thus prolonging the life of the tractor. At the greatest tractor drawbar test of all time, held by Ohio State University, Hart-Parr 30 outperformed all competitors. An interesting report of this test will be mailed on request.

Many of the old Hart-Parr's that plowed the virgin prairie of the Northwest are still in use today. The great granddaddy of all tractors was a Hart-Parr built in 1901

DEALERS

The Tractor that is simple and accessible will bring fewer service calls from the farmers than one that is complicated. Low service expense is one of the items that makes Hart-Parr dealers prosperous. There is still some good territory open. Full particulars on request.

HART-PARR COMPANY

Founders of the Tractor Industry

317 Lawler St. Charles City, Iowa

Branch at Regina, Sask.

Alberta Hart-Parr, Ltd., Calgary, Alberta

Hart-Parr of Canada, Ltd., Winnipeg, Man.

Saskatoon Hart-Parr, Ltd., Saskatoon, Sask.

ABUNDANT POWER FOR THREE PLOWS. WEIGHS 5158 LBS.

HART-PARR 30

NINETEEN YEARS TRACTOR BUILDING EXPERIENCE

Stearns Visits Canadian West

L. C. Stearns, of Minot, N.D., was a recent business visitor to Western Canada. Mr. Stearns is head of the Plowman Tractor Co., Waterloo, Iowa. He reports that the factory is busy turning out Plow Mans, and that they will be able to take care of a large demand in the Canadian West this year.

Plowman tractors will be handled by the Northern Implement Co., Winnipeg, and the Edmonton Tractor & Implement Co., Edmonton. A large stock of machines and full repair stocks are on hand at all three distributing branches of the company. Interviewed by this publication, Mr. Stearns said that he anticipated exceptionally good tractor business in the Canadian West this season. All Plow Man owners are reporting most satisfactory results with their machines; getting good service under the most trying conditions.

In the 1920 15-30 h.p. Plow Man a unit power plant is used. A Buda 4-cylinder heavy duty motor, 4½ x 6 inches, operating on kerosene, is coupled direct by a dust and dirt proof housing to the Foote standard transmission. Plowing speed ranges from 2 to 3 miles per hour, depending upon working conditions. A clearance of 20 inches is provided below the main frame, the turning radius being only 15 feet. The weight of 4,800 lbs. is well distributed, 2,950 lbs. being on the rear wheels. A combination set of cone lugs and cleats are provided. The tread of the Plow Man is 4 ft. 11 inches, the height 5¾ ft. and length over all 13 ft.

Firm Changes Location

The Dairy Machinery Co., Ltd., have removed from 1128 Homer Street, Vancouver, to 710 Richards Street. This firm are agents for Empire cream separators, Empire milking machines, Empire gasoline engines. Alamo farm light plants, ensilage cutters, Maple Leaf grinders, farm tractors, etc.

A New Book on the Tractor Market

"Pay Dirt in the Tractor Field" is the very appropriate name of a new book published by The Cleveland Tractor Company, Cleveland, Ohio, for prospective power farming dealers. It has twenty-four pages of "brass tack" facts, not so much about the Cletrac, which the company manufactures, as about the tractor business, its place in the development of agriculture and the motorization of the farm.

This book does not aim to sell the dealer a Cletrac contract alone. Rather its purpose is to point out the profits which the power farming dealer who handles motor equipment and tillage tools can make from the rapid and inevitable development of tractor farming. The Cleveland tractor Company will send a copy of this new dealer book to anyone interested.

Have you a prospect list?

First Come—First Served

ORDERS FOR

MAX

Oil Wagon Tanks

are coming to hand in a way that threatens to soon exhaust the supply of available material from which to make them.

Our advice is get your orders in now while the stock is available.

Western Steel Products Limited

Formerly

Winnipeg Ceiling and Roofing Co., Ltd.

WINNIPEG Man. REGINA Sask. CALGARY Alta. EDMONTON Alta.

There's Big Money Selling

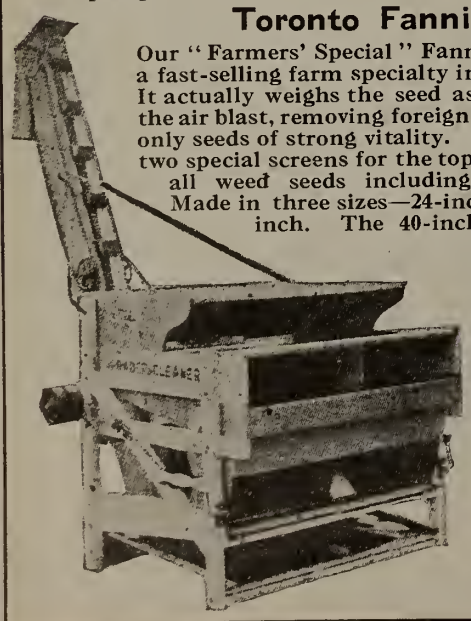
ONTARIO WIND ENGINE & PUMP CO. LIMITED

TORONTO EQUIPMENT

NOW—in the spring and summer months, is the time you can reap a harvest selling Toronto Fanning Mills, Toronto Well Drills and Toronto Well Augers.

Toronto Well Drills are a money-making proposition for the man who sells them, as well as the man who owns them. There is an abundance of talking points about Toronto Well Drills with which to "sell" your customers—their speed, heavy construction, the high-grade materials used and the consequent low cost of upkeep.

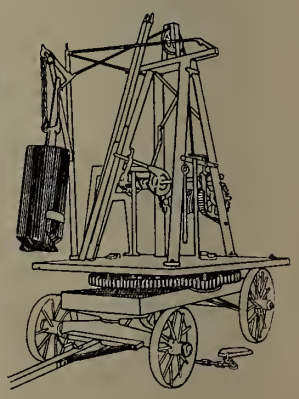
Toronto Fanning Mill



Our "Farmers' Special" Fanning Mill will prove a fast-selling farm specialty in your community. It actually weighs the seed as it passes through the air blast, removing foreign seeds and retaining only seeds of strong vitality. It is equipped with two special screens for the top shoe, for removing all weed seeds including wild buckwheat. Made in three sizes—24-inch, 30-inch, and 40-inch. The 40-inch size is equipped with fast and loose pulley for power and has a special shoe under the bottom screen to deliver all the screenings from under the mill.

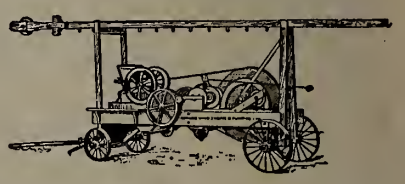
Toronto Mounted Well Auger

This machine is made in two sizes, one capable of boring a hole 24 inches in diameter to a depth of 100 feet, the other designed to bore the same size hole to 100 feet, and then a 16-inch hole for 50 additional feet. It is the strongest and most durable auger manufactured, constructed from specially selected materials and braced to stand the severe work it is called on to do. A heavy truck with 4-inch tires affords staple support. The bucket load is carried on a special 1½-inch square steel track, instead of the usual swinging pole arrangement, thus distributing the weight evenly over the whole platform.



Get Ready NOW for the Selling Season

It will take only a few minutes to write us a letter. It will be a mighty profitable few minutes for you. Act now. We'll give you a prompt and full reply.



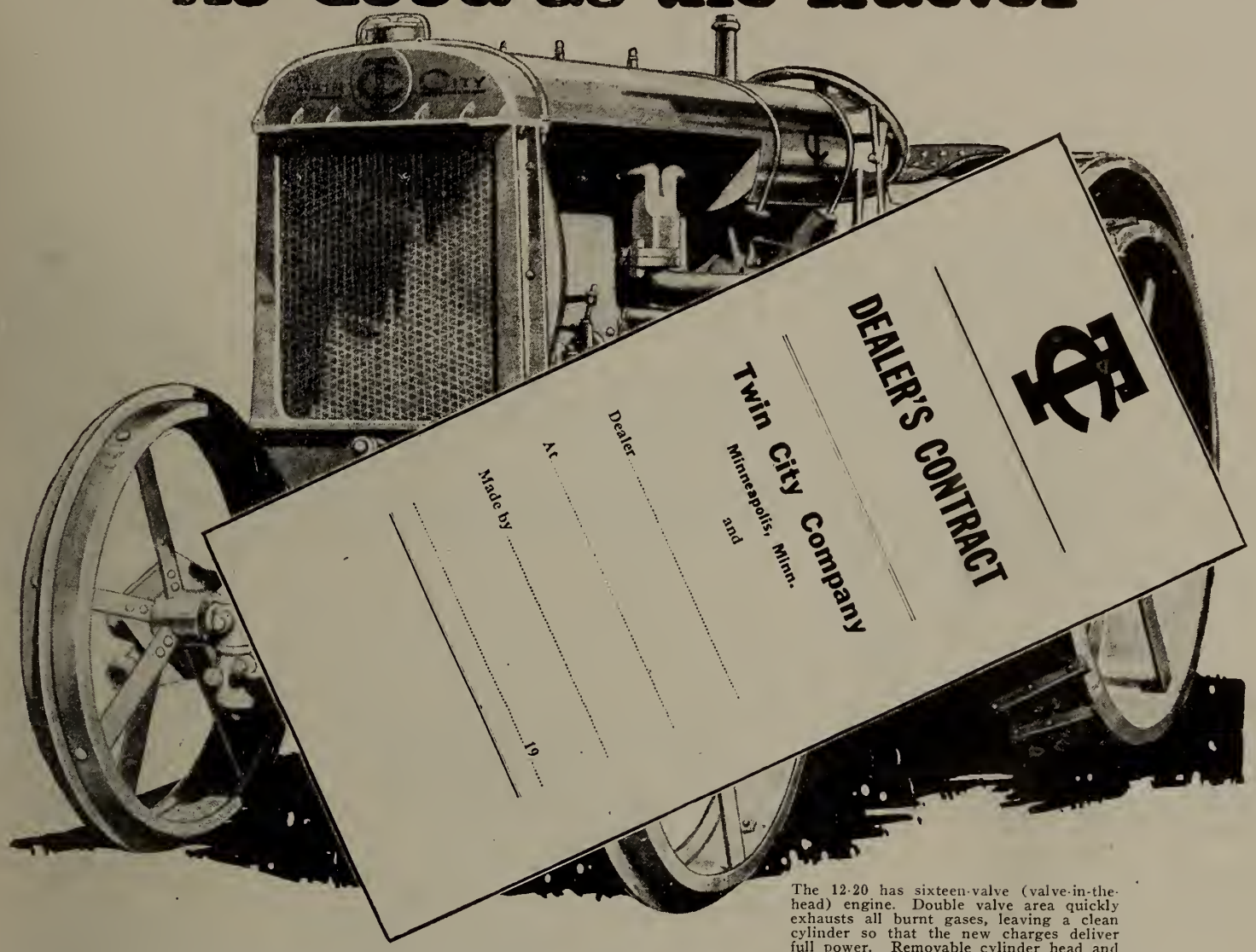
Every farmer needs a Fanning Mill. You can readily show him where the "Farmers' Special" Fanning Mill is the *RIGHT ONE* for him.

Ask about other Toronto Farm Equipment. Windmills, pumps, engines, saws, grinders, tanks, water systems, etc.

Ontario Wind Engine & Pump Co. (Western Branch) Ltd.

WINNIPEG, REGINA, CALGARY. Eastern Offices: TORONTO and MONTREAL

The Twin City Contract is As Good as the Tractor



The 12-20 has sixteen-valve (valve-in-the-head) engine. Double valve area quickly exhausts all burnt gases, leaving a clean cylinder so that the new charges deliver full power. Removable cylinder head and cylinder walls mean uniform cooling, quick and easy replacements. Counterbalanced crankshaft insures long life and smooth running by reducing wear and vibration. Pressure feed oiling through drilled crankshaft. Hyatt roller bearings throughout. All gears of special alloy steel, drop forged, heat-treated, completely enclosed and running in bath of oil.

IF YOU want the business stability and the extra profits of a quality product, write for details on the Twin City contract.

Twin City Tractors are the acknowledged quality success. With this success the Twin City Company gives the dealer every backing—liberal discounts—national advertising—complete service.

We invite correspondence from dealers who appreciate this opportunity. The full line includes: Twin City 12-20, 16-30, 25-45, 40-65 and 60-90 kerosene tractors; 22-42, 28-48 and 36-60 all-steel threshers.

Minneapolis Steel & Machinery Company of Canada, Limited

Head Office: 923 Logan Ave. West, Winnipeg, Man. Branches: Regina, Sask., Calgary, Alta.

Factories, Minneapolis, U.S.A. Export Office, 154 Nassau Street, New York City

TWIN CITY

12-20 Kerosene Tractor with 16-valve engine

Will Manufacture Automobile Parts

According to a report in an eastern contemporary, Carriage Factories, Ltd., Orillia, will branch into the making of parts for automobiles. According to the financial statement recently issued, says this publication, the business of the past year was not very encouraging. A considerable loss was evident for the past twelve months.

The company has been practically re-organized under the general managership of H. Tudhope, of Orillia, and the shareholders have approved the transfer of the head office from Toronto to that town.

President Tudhope says that the company, which formerly turned out between 60 and 70 types of vehicles, is now centering its efforts upon 15 or 20, with a consequent saving in operations. Efforts are being made to branch out into subsidiary lines.

The board of directors was re-elected as follows:

James B. Tudhope, president, Orillia; Hugh Munro, vice-president, Alexandria; W. Fred Heney, Montreal; Capt. W. M. Weir, Montreal; W. J. Shepherd, Waubaushene; W. H. Tudhope, Orillia, and W. F. Brock, Toronto.

A Useful Book

The Emerson-Brantingham Implement Co., Rockford, Ill., has issued a new Tractor Account and Instruction Book. This book is the result of the demand for the loose-leaf account cards sent out to tractor owners by the company last year. These cards met with such success that it was decided to put them in handy book form and print instructions in the back. A system of co-operation worked out with the dealers, enabled the company to secure the name of every tractor owner. It is thus possible to place a book in the hands of the man who is actually using the tractor.

A Feminine Tractor Dealer

Mrs. Mabel Wagner, of Kingfisher, Oklahoma, is owner and manager of the Wagner Auto and Tractor Company, of that city, having assumed this position immediately after the death of her husband last year. Her line consists of Advance-Rumely separators and tractors and Buick auto-

MRS. MABEL WAGNER

mobiles. She has proved herself a very successful and efficient manager, and has been extremely successful in the sale of OilPull tractors in her territory.

Handling the Tillsoil

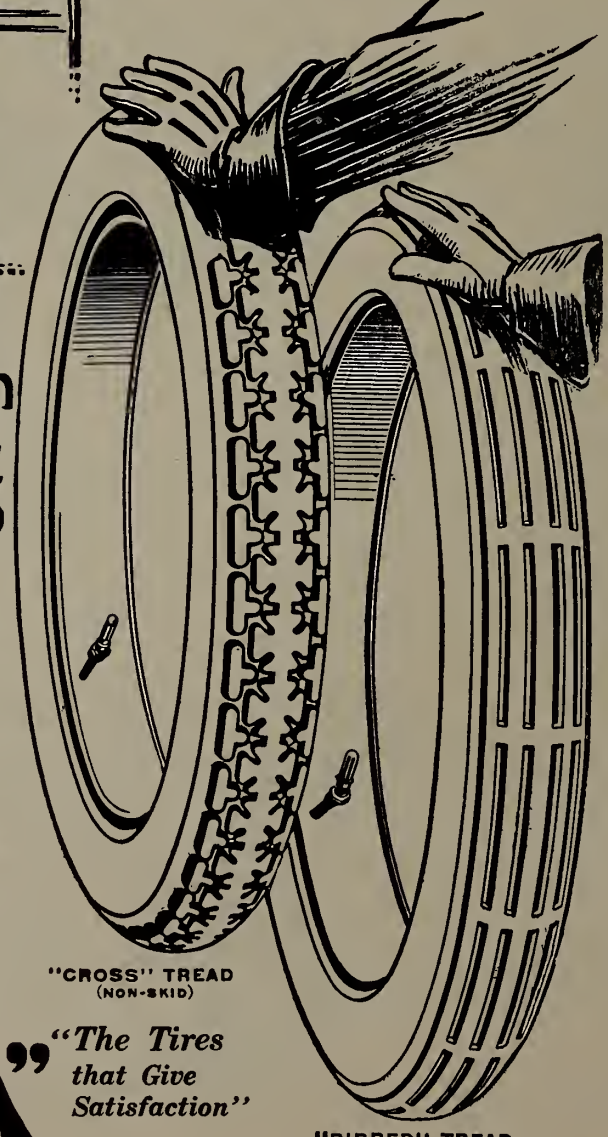
McDonald & McKinnon, farm machinery distributors, 156 Princess St. Winnipeg, have been appointed general agents for Manitoba and North Eastern Saskatchewan for the "Tillsoil" tractor, 18-30 h.p., as made by Canadian "Tillsoil" Motors Ltd., Montreal. McDonald & McKinnon are now appointing agents throughout the territory for the sale of the "Tillsoil," a complete mechanical description of which appears elsewhere in this issue. They anticipate big business with this Canadian-made tractor, which has already established an excellent reputation in the field.

Success in business depends on the ability to think, reason, and act rightly. Many fail because they act without thinking or reasoning, or are unwilling to profit by the experience of others.

How much do you care for your Car?

Do you think enough of it to equip it with the best tires?

Every car owner is in love with his machine. It is his pal, his road comrade. He cherishes it for the jolly good times it gives him, and the valuable service he gets out of it. You love your car, don't you? Do you think enough of it to equip it with the Best Tires? Protect your car; safeguard its value to you and guarantee its continued service by fitting it out with those famous, long-mileage tires—MALTESE CROSS TIRES—"The Tires that Give Satisfaction."



"CROSS" TREAD (NON-SKID)

"RIBBED" TREAD

"GUTTA PERCHA" TIRES

"The Tires that Give Satisfaction"

Gutta Percha & Rubber, Limited.
Head Offices and Factories, TORONTO, ONT.
Branches in all Principal Cities in Canada.

A Light Weight Steam Tractor

At the recent National Tractor Show, one of the most interesting exhibits was that of the Bryan Harvester Co., Peru, Ind., who showed the Bryan light steam tractor. This machine, in appearance, is very similar to the usual gasoline or kerosene tractor. It is lighter in weight, but of almost the same size as the average three plow internal combustion tractor. It is claimed by the makers that the Bryan will handle three 14-inch plows under all conditions. Regarding the boiler design, the company says:

"Thirty-four steel tubes (more or less as required for various sizes of engines) assembled in staggered bends and connected separately to steam dome and water legs. Length of tubes, 11 feet, inside diameter, one-half inch. Individual tubes tested in factory prior to assembly to 2,000 pounds hydraulic pressure, equal to 2,500 pounds steam pressure per square inch. Maximum capacity of tubes about 25,000 pounds steam pressure per square inch.

"The Bryan boiler is the first produced which can be increased or decreased in size as desired to fulfill requirements of an engine.

"It has a greater heating surface and will generate steam more rapidly than other boilers. It is the lightest weight boiler ever designed for vehicle use.

"Individual tubes can be removed and new tubes replaced with minimum effort in about five minutes. Tubes can be removed from any part of the boiler independent of other tubes.

"Scale formation in this boiler is eliminated by the lubricating system, oil fed to cylinders being exhausted into condenser and, leaving condenser with water going to tank, is pumped into boiler tubes where oil congregates on wall of tubes, forming wall of protection against scale."

The Bryan, it is claimed, will be most economical in operation and will develop more horsepower at both drawbar and belt than any other tractor of anything like the same weight, the manufacturers assert.

The Art of Contracting

In the dealer's business there is scarcely a more important feature than that of contracting. The Implement and Tractor Trade Journal cites the case of one dealer who makes it a point never to contract for a line of goods until he knows just who and how far away his competitors are to be on all sides. Every time a dealer contracts the nature of his competition changes, both as to distance and character. No foresighted dealer would knowingly take on a line that shoulders in too closely or too "under-cuttingly" toward him on any side.

In their desire for volume the manufacturers are often tempted to plant their retail "agencies"—if the term isn't objectionable—more thickly than is conducive to dealer prosperity. The traveling salesman, with an intelligent eye out for his own welfare, helps this tendency along.

Looking at the matter in a broad light 750 strong dealers, each with plenty of elbow room, ought to be far more desirable tributaries for a manufacturer than a thousand indifferent dealers with restricted territories.

BEAVER KEROSENE TRACTOR

Assures the Dealer Bigger Business and Better Profits, at Lower Sales Expense

Built in two sizes: 12-24 H.P. and 15-30 H.P. Running on kerosene, the Beaver Tractor produces great surplus power over our conservative rating. Seven-speed friction transmission eliminates all gear troubles, and gives a range of speed for every job—belt or haulage. Users everywhere testify to the economy, efficiency and durability of the Beaver Tractor. Our liberal commission makes it the most profitable tractor you can handle.

We also Handle Plows and Threshers

BRANTFORD STEEL SAW FRAMES
completely equipped, are made from the very best materials and are designed for service.

Canadian Made for Canadian Trade

Beaver Kerosene Tractors, "Ideal" Double Geared Windmills, "Maple Leaf" Grinders, "Ideal" Kerosene Engines, Concrete Mixers, Steel Saw Frames Power and Hand Pumps, and Pumping Equipment, Steel Tanks, etc. Our reputation for quality goods and prompt service makes the Goold, Shapley & Muir Line an agency that will add prestige and profits to your business.

"IDEAL" DOUBLE-GEARED PUMPING WINDMILLS
are acknowledged and recommended by all who own them as being complete in mechanical detail and build, and great labor savers.

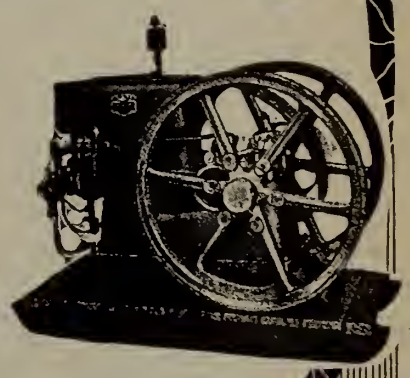
THE "MAPLE-LEAF" GRAIN GRINDER
is a necessity on every well equipped farm and in every feed merchant's place. There's a line of "Maple Leaf" grinders to suit all requirements.

"Ideal" Junior Concrete Mixers

are designed to meet the requirements of smaller jobs. They are strongly built and will stand up and last against the wear and tear a mixer is subjected to.

"Ideal" Kerosene Engines
Stationary or Portable
Sizes from 1½ H.P. to 50 H.P.

Develop as much power on a gallon of kerosene as any engine, of equal rating, operating on gasoline. Throttle governed; high tension magneto ignition. Easy starting; reliable, adaptable. For over 20 years "Ideal" Egines have proven their supremacy as Canada's leading engine line.



Distributing Warehouses at
Portage la Prairie
Calgary, Edmonton,
Saskatoon

Get Our Agency Proposition

We offer the trade quality lines that sell the year around. You have no "slack season." Full stocks of machines and repairs carried at our Western branches. Write for catalogue and our attractive sales plan.

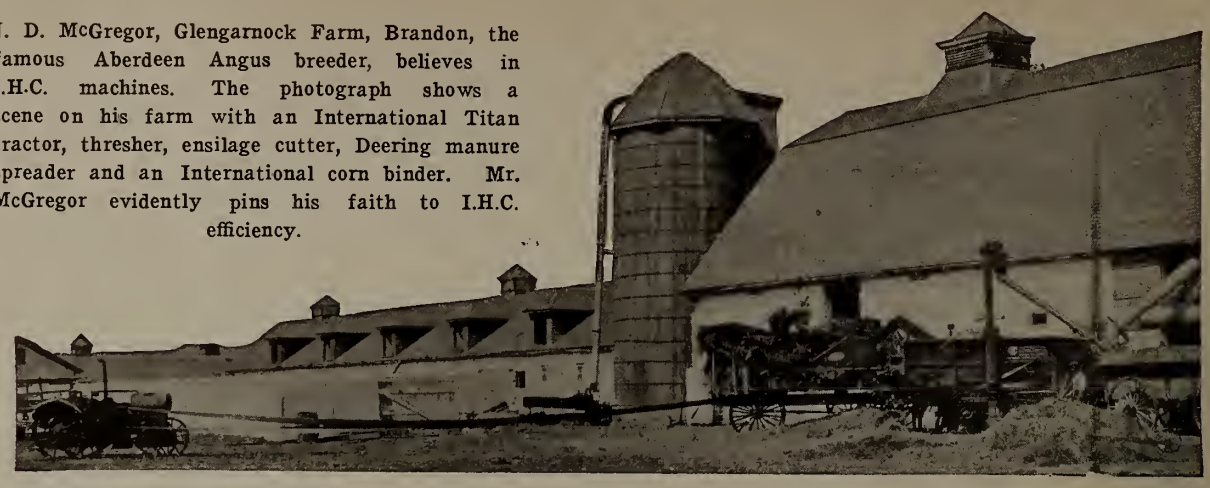
Goold Shapley & Muir Co. Limited.
Factory Brantford. Western Head Office-Regina.

Allis-Chalmers Tractor Production

For over five years the Allis-Chalmers Mfg., Company, West Allis, Wis., has been manufacturing tractors. Much of that time has been spent in experimental work, until the engineers of the company were satisfied that they had a line of tractors that would meet the most trying conditions. The Allis-Chalmers organization had its inception some 65 years ago, and now the company have entered Canada with their tractor line, having a head office in Toronto.

The company decided that to meet varied needs in the world of power farming, four tractor types were necessary. They produce a small light tractor, 6-12 h.p. with high clearance for cultivating. Two of these tractors can be coupled by a special frame and platform, making the Duplex Model. To meet average requirements the three-wheel Allis-Chalmers 10-18 was developed. For farms of larger size, where four-bottom power was wanted, the company have their 18-30 model.

About 250,000 square feet of floor space in the West Allis plant is devoted to the manufacture of Allis-Chalmers tractors. Every part of the tractor, including engine, transmission and radiator, with the exception of carburetors, magnetos, spark plugs and other accessories is produced in Allis-Chalmers shops. The actual investment in experimentation is $3,000,000, and the company stand ready to invest as high as $10,000,000 in placing the result on the market.



J. D. McGregor, Glengarnock Farm, Brandon, the famous Aberdeen Angus breeder, believes in I.H.C. machines. The photograph shows a scene on his farm with an International Titan tractor, thresher, ensilage cutter, Deering manure spreader and an International corn binder. Mr. McGregor evidently pins his faith to I.H.C. efficiency.

Capitalize Your Opportunities

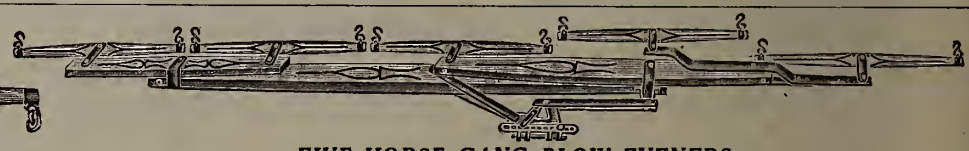
The live tractor dealer should capitalize every opportunity for publicity in his territory. Publicity forms the background on which sales are built. Without publicity in newspapers, advertising, signs, and above all tractor stories, tractor talk and tractor gossip, which makes the rounds quicker than anything else, no tractor dealer can make a success of his business.

The Hart-Parr Co., Charles City, Iowa, report how A. A. Happel, a Hart-Parr dealer in Iowa, used the drive-away idea. Last year he sold 33 Hart-Parr tractors in his territory. By Jan. 13, this year, he had sold 20 tractors for spring delivery. He decided that he would get all the publicity possible by having the twenty tractor owners all drive out on the same day. He invited them to be his guests, hired a band, advertised the "drive-away" in his local paper, and had a procession of tractors drive out that, it is safe to say, will create sales in that territory. The idea is well worth considering by tractor dealers.

Issue New Catalogue

The Eureka Planter Co., of Woodstock, Ont., have issued a new catalogue, No. 2016, illustrating combined seeders and cultivators, also their line of wheel and land cultivators, wheelbarrows, hay racks, churns, root cutters, sprayers, planters and seeders, fountains, combination anvil and vises and lawn mowers manufactured by the firm.

COMBINED TWO AND THREE-HORSE EQUALIZERS



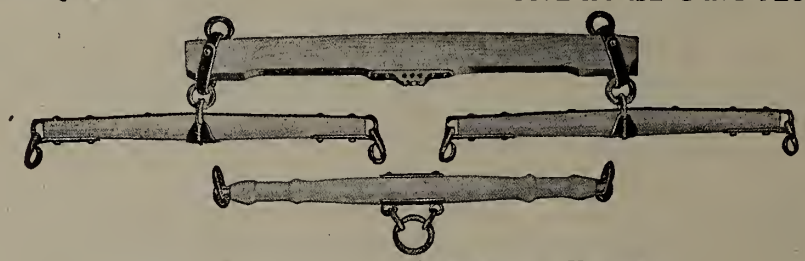
FIVE-HORSE GANG PLOW EVENERS

Now is the Time to Order

GREGG WAGON AND IMPLEMENT WOODS

WRITE YOUR JOBBER AND SPECIFY GREGG

Have the Goods on hand when your customers need them. Save money by laying in your stock now. Prompt service insures repeat orders.



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

With decreased production and a phenomenal demand, it becomes increasingly hard to secure raw materials on the hardwood market. Prices have risen. Every indication points to further advances. It is the dealer's best policy to estimate his wood goods demand at once, and to place his order NOW. Our immense purchasing facilities are at your disposal, but we advise you not to delay in placing requirements.

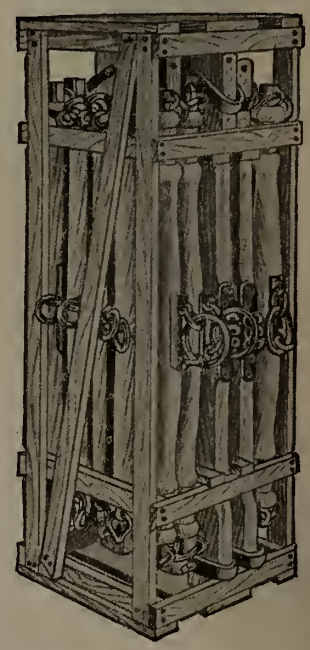
The Standard of Quality

The price of wood goods is not the factor that builds the right kind of business—or secures repeat orders. It pays the dealer to handle the best. Beneath the paint and varnish we could use inferior stock—but we don't. We could make a cheaper line—but we won't. We would make a better line—but we can't. Gregg Goods are made to the Gregg Standard of Quality.

Our Line Includes:

Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets, 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 5 and 6-Horse Tandem Eveners. WAGON HARDWARE: Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

"If it Comes from GREGG it Must be Good"



Crated Sets of Steel-Clad Wagon Singletrees, Eveners and Neckyokes

GREGG Manufacturing Company Limited

WINNIPEG : : : : MANITOBA

Kokomo at K. C.

At the National Tractor Show, at Kansas City, the Kokomo Electric Co., Kokomo, Ind., showed Kingston tractor magnetos with impulse starters and Kingston mica spark plugs for tractor use. Exhibit was in combination with the Byrne-Kingston Co., which displayed Kingston carburetors for both gasoline and kerosene.

Canadian-Made Storage Batteries

We have heard, from time to time, of the many United States manufacturers that have located plants in Canada, but very few British manufacturers have so far followed such an aggressive policy. One notable exception is the Hart Accumulator Company, Limited, of London, England, who have built an extensive Canadian Works at St. Johns, Que., for the manufacture of Hart Storage Batteries for all classes of work, such as automobile starting and lighting, farm lighting, electric power stations, telephones, fire alarm systems, signalling systems, train lighting systems, etc.

The Canadian business is operated under the name of Canadian Hart Accumulator Company, Limited, with executive and sales office in the Drummond Building, Montreal, Quebec, and works at St. Johns, Quebec.

The Hart automobile starting and lighting battery is one of the developments the Canadian company has been exceedingly successful with. These auto types are popular and much favorable comment is being received by their manufacturers from satisfied dealers and users. The sales policy of the Canadian company is to establish distributing depots in each province, and their product is sold from these depots through the jobber and retail dealer. The Manitoba distributing depot is operated by Messrs. McRae & Griffith, Ltd., 761 Corydon Ave., Winnipeg; and Alberta depot by Messrs. Anderson Automotive Supplies, Ltd., 1312 First St., West, Calgary. Jobbers handling Hart batteries are Messrs. Wood Vallance, Ltd., Merrick, Anderson, Ltd., and Miller-Morse Hardware Co., Ltd., Winnipeg. Chapin & Co., Ltd., Wood, Vallance & Adams, Ltd., and Motor Car Supply Co., Ltd., Calgary.

Don't overlook the value of auto accessory trade.

A Springtime Engine Ode

J. S. Irwin, salesman of the Winnipeg branch, Canadian Fairbanks-Morse Co., has translated engine sales into verse. The following song to the tune of "The Shade of the old Apple Tree," is dedicated to all Canadian Fairbanks-Morse Dealers:

Our Dealer Man one day his "Z" was running,
And all the while he whistled off a tune:
Zip-Zip, the "Z" was very gaily humming—
The world seemed brighter than a harvest moon.
A brother dealer from the street called to him:
"Whence comes your gladness; why are you so gay?
Where do you find the fun in what you're doing?"
Then unto him our Dealer Man did say:

Chorus:
In a sale of this engine called "Z"
There is pleasure and profit for me;
Made according to Hoyle,
Runs on any old oil,
And it's backed by a strong guarantee.
Oh, it sells and it runs like a bear,
And it ends all my trouble and care:
So come, join the rush,
And we'll all sell and push
This famous new engine called "Z."

I've worked for years at this here game of dealing,
I've sold all kinds of goods that you could name:
I've loafed it some and worked till near a-fainting:
There's nothing that I've missed in this old game.
But now my trade comes regular and steady:
I've found this engine beats them all a mile:
With the "Z" engine true and always ready,
I get the biz—and that is why I smile.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

M. T., Man.—"Iowa" cream separators are manufactured by the Associated Manufacturers Co., Waterloo, Iowa. You can get parts from the Wood-Vallance Company, Winnipeg.

E. & Co., Sask.—Part KR245 is for a "Kentucky" grain drill. For replacement address the International Harvester Company, at Regina or Saskatoon.

J. L. T., Man.—We regret we cannot locate the manufacturer of a brush breaker called the "Van Slack." Does any reader know where this machine is manufactured?

H. A., Man.—You can procure new standard and boxings for a "Sterling" disc harrow by writing the makers, the Sterling Manufacturing Co., Sterling, Illinois. These discs are not sold in Canada.

G. Implement Co., Sask.—You can get one-row, two-horse cultivators from the nearest branch of the John Deere Plow Co., or the Massey-Harris Co.

A. H. T., Man.—Top half of cap 466, and broken half of cap 457, are parts of a "Dandy" disc, as manufactured by the Ohio Rake Co., Dayton, Ohio. No repairs are carried in Canada. Write the factory direct.

D. A. S., Man.—So far as we know, no concern is now carrying repairs for the Paris plow. You can get a duplicate share that will fit this plow.

J. A. R., Sask.—Bevel gears H, are for feed shaft, bevel gear I, for upright shaft; upright shaft J and sliding pinion L, are all parts for a Superior grain drill. You can obtain these repairs from Hart-Parr of Canada, Ltd., Higgins Ave., Winnipeg, who handle Superior drills in West Canadian territory.

S. W., Sask.—The "Climax" is a motor especially designed for tractor use. You can get full particulars and prices from the makers, the Climax Engineering Company, Clinton, Iowa.

W. C. B., Sask.—No repairs are carried in Canada for the Dowagiac grain drill. Write direct to the factory. Address the Dowagiac Grain Drill Co., Dowagiac, Michigan.

J. T. E., Sask.—Gear clutch F267A; caps, F283A and F284A, are parts for Dowagiac drill, made by the Dowagiac Grain Drill Co., Dowagiac, Mich. Address factory direct for new parts.

R. G. M., Sask.—There is no concern handling the Perkins windmill in Western Canada. For new pitman, address the factory, The Perkins Corporation, Mishawaka, Wis.

R. S. L., Alta.—Butler Windmills are not handled in Western Canada. We believe you can get repairs for the mill by writing the Medicine Hat Pump and Brass Co., Medicine Hat, Alta.

G. A. D., Sask.—There is no concern in Canada manufacturing plates or burrs for all makes of feed grinder. In each case it is necessary to apply to the maker of the individual machine. The Letz grinder is manufactured by the Letz Manufacturing Co., Crown Point, Ind. "Stewart" motor trucks are distributed by Commercial Cars, Limited, 283 James St., Winnipeg.

W. C. R., Alta.—You can secure repairs for the "Capital" cream separator from the National Manufacturing Co., Regina.

W. & J., Sask.—Repairs for the "Chamberlain" road grader can be had only from the manufacturers, the Chamberlain Road Machine Co., of Hutchinson, Minn.

T. H. P., Sask.—The Racine-Sattley plow is no longer manufactured for the trade. You can get repairs for old styles from Thomas Williams, the Racine Implement Co., Racine, Wis.

H. B., Sask.—Repairs for the Russell road grader can be had from the Russell Grader Manufacturing Co., 2005 University Ave., Minneapolis, Minn.

A. D., Sask.—We know of no firm making drills called the Thomas Implement Works. The Thomas Manufacturing Co., Springfield, Ohio, makes a line of grain drills. This may be the concern you want.

G. M., Sask.—"Dreadnaught" stationary engines are handled by the Gilson Mfg. Co., 325 Elgin Ave., Winnipeg.

G. W. G., Sask.—The Avery Mfg. Co., make a tractor about 5-10 h.p., but machines of this size are not generally used in the Canadian West. Several firms, including the Beeman Tractor Co., Minneapolis, make small garden tractors about 1½ or 2 h.p.

J. M. and Son, Man.—Parts for a harrow cart B269 and S99 are for a cart made by the Moline Plow Co., Moline, Ill. You can get these parts from the John Watson Mfg. Co., 311 Chambers St., Winnipeg, who carry a line of Moline repairs.

F. W., Man.—For repairs for a Madison plow, write the Madison Plow Co., Madison, Wis.

B. J., Man.—Plain spool for disc harrow, B221, is for a disc formerly made by the David Bradley Co., Bradley, Ill. This line is now owned by Sears, Roebuck, Chicago. Plow parts D49, 68S and 0186 are all for a Bradley sulky plow, also produced by Sears, Roebuck.

L. C. B., Man.—Hanger box 333, cap 334 and 371 spool, are all parts for a Sterling disc harrow made by the Sterling Mfg. Co., Sterling, Ill. Write factory direct for parts.

B. & W., Sask.—Disc harrow with bearing box parts KK585, KK591 and KK588 is made by the Deere and Mansur Co., Moline, Ill. You can get parts through the nearest branch of the John Deere Plow Company.

R. D., Man.—Bearing parts and ball-bearing hub, DD158 and DD176, are for a disc harrow formerly made by the American Harrow Company. You can get new parts only from Montgomery, Ward & Co., Chicago.

J. S. L., Sask.—Socket No. 1071, for a lever harrow is for a type made by the Parlin and Orendorff Co. You can get part through the nearest branch of the International Harvester Company.

W. S., Man.—Disc harrow bearing boxes B159 and B160 are for a disc made by the International Harvester Co. Address Winnipeg branch for parts.

A. V., Sask.—Repairs for the Stoughton wagon can be had only from the Stoughton Wagon Co., Stoughton, Wis.

Crown Oil Co., Ltd., for Winnipeg and the West.

"Caring for the Wearing of the Bearing" defines in seven simple words the mission of the new Crown Oil Co., Limited, which has just been incorporated with headquarters at Winnipeg and branches at Portage la Prairie, Neepawa, Dauphin, Ste Rose du Lac, Steinbach in Manitoba; and Yorkton, Togo, Langenburg in Saskatchewan.

In point of experienced oil men (manufacturers and consumers alike) and financial backing, it is a very strong company. It was conceived and organized under the pressure of an urgent and ever increasing demand for distribution service of fuel and lubricating oils of first quality and of a character exactly suited to the very particular needs of the farmers, etc. Its operations will also include the manufacturing of exclusively owned chemical processes.

It is proposed to distribute gasoline and coal oil in tank car quantities to non-competitive points, into privately owned storage throughout the western provinces, which storage now under construction will provide for 500,000 gallons.

The company specializes in two important units (1) its Crown (preferred) Tractor Oil specially made for kerosene-burning engines. (2) "Pendol" motor oils and greases — an exceptionally high grade Pennsylvania product which has proved its case in every test to which it can be subjected. Their list will include a complete line of tractor, harvester, steam cylinder and transmission service oils.

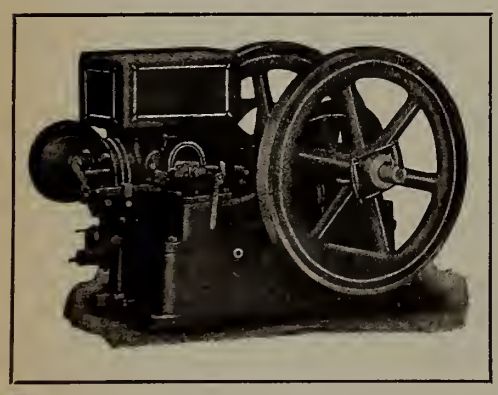
Surely in a land of plenty, the worries of the power farmer and the man who depends so much on his automobile and motor truck for transportation need not be accentuated by the fact that through lack of a little enterprise on the part of some one, he must travel over long distances for his oil supply at a time when he can least of all afford to lose one precious hour.

The men who will actively participate in the programme the company has outlined are all men of practical experience—in the chemical structure of the various oils, as well as in marketing them over a long period of years. They know to a fine point what a particular oil may and may not be used for, and are therefore in a position to advise any consumer before he commits himself to something that might occasion much unnecessary trouble and expense.

These gentlemen are H. J. Johnston and Mark K. Reimer, late of the Canadian Oil Co; Joseph M. Ness, late of Canadian Oil Co., and Eastern Refineries; H. C. Vivian, formerly of the Imperial Oil Co; and John H. Young, of the Port Huron Engine & Thresher Co., who have all been associated with leading oil and thresher companies. Their personalities are familiar to a wide circle of power farmers, engineers, etc., throughout Western Canada, who will no doubt follow their enterprise with sympathetic interest and support where it can be given.

Handling Happy Farmer

The Alberta Lacrosse Tractor Co., has been organized by Lethbridge people with P. Schendel as manager to handle the Lacrosse Happy Farmer tractor and George White & Sons threshers. The company has the provincial agency for both lines.



JUMBO
Kerosene-Gasoline
ENGINES
3, 5 and 7 H.P.

Over 100,000 are in Use

For eleven years Jumbo Engines have delivered faithful service to farmers all over North America.

To-day there are more than 100,000 of these sturdy power plants running cream separators, grinding feed, pumping water, running light plants and otherwise saving farmers' money and energy.

Use kerosene and all cheap fuels. Develop full rated power. Built on strong iron sub-base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by **Nelson Brothers Co.** Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG REGINA SASKATOON CALGARY

PLOW SHARES
AT BARGAIN PRICES!

WE GUARANTEE THESE PRICES AND IMMEDIATE DELIVERY.

12" $2.75 14" $3.00 16" $3.25 18" $3.50

f.o.b. Winnipeg Cash with order

We can quote you Best Prices on

Harrows - Packers - Binder Canvases and Repairs - Binder and Mower Knives - Eveners - Hitches - Wood Goods, Etc. Harrow Discs and Rolling Coulters

The John F. McGee Co.

72 HENRY AVENUE WINNIPEG

IMPERIAL

Lubricants

IMPERIAL POLARINE AND IMPERIAL POLARINE HEAVY
For all gasoline-burning engines—automobiles, tractors and trucks.

IMPERIAL POLARINE A
For all motors requiring an unusually heavy oil.

IMPERIAL POLARINE KEROSENE TRACTOR OIL AND IMPERIAL POLARINE KEROSENE TRACTOR OIL EXTRA HEAVY
For kerosene-burning stationary engines and tractors.

IMPERIAL PRAIRIE HARVESTER OIL
A heavy-bodied oil for open bearings of threshers, binders and separators.

IMPERIAL ELDORADO CASTOR MACHINE OIL
A thick oil for worn and loose bearings.

IMPERIAL CAPITOL CYLINDER OIL
For steam cylinder lubrication—tractors and stationary engines.

IMPERIAL STANDARD GAS ENGINE OIL
For stationary and portable engines using either kerosene or gasoline.

IMPERIAL THRESHER HARD OIL
For grease cup lubrication of bearings. A clean, solidified oil.

Imperial Farm Lubricants are for sale in ½, 1 and 4 gallon sealed cans, half-barrels and barrels.

"Oil Headquarters" is "Farmer's Headquarters"

WHEN the farmer comes to town he naturally calls on "Oil Headquarters" for new supplies, and "Oil Headquarters" usually means the dealer who carries a full stock and complete line of Imperial Farm Lubricants.

Continuous advertising, year after year, has induced thousands of farmers to try these oils and greases, and quality alone has increased their sales enormously. Practically every farm paper in Canada is carrying Imperial Farm Lubricants advertising this year.

Imperial Farm Lubricants are good oils to sell—there is a grade specially suited for every farm lubricating need—see the list below.

Are you prepared to supply the requirements of the farmers in your territory—have you all sizes and all grades in sufficient quantities? The farm lubricating business in your territory is growing every day with an ever increasing ownership of motor cars, motor trucks, tractors, stationary gas engines, farm lighting plants, threshing outfits, etc., and is *a profitable business*.

Ask the Imperial Oil man about our selling helps.

IMPERIAL OIL LIMITED
Power · Heat · Light · Lubrication
Branches in all Cities

GD

You Both Win!

Look for the Eagle
—our Trade Mark

TWO of you are "set ahead" every time you sell a Grand Detour Plow. You, because you have made a clean deal with an attractive profit; your customer, because he has bought a tool that he needs, at the right price—one that will *save* money and *make* money for him.

Every Grand Detour Tractor Plow that you sell helps sell others. More than that, each does its big part in establishing your store as the one best place to go for all power farming needfuls.

Grand Detour backs up *your* selling ability with its 83 solid, continuous years of "knowing how." Eighty-three years old, and up-to-date every minute—most worth-while features of tractor-plow construction have been introduced through Grand Detour *first*.

J. I. CASE THRESHING MACHINE CO.
DIXON, ILLINOIS
Grand Detour Plow Division ***Established 1837***

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Racine, Wis. *and all branches*
AVERY CO., Peoria, Ill. *and all branches*
ADVANCE-RUMELY THRESHER CO., INC., La Porte, Ind. *and all branches*

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 5 WINNIPEG, CANADA, MAY, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

Banking Assistance for the Farmers

CONSISTENTLY following a policy of extending our rural connections with the growth of settlements, we claim to have been of material assistance to agricultural communities in developing their resources and in carrying them through poor crop seasons. Whatever your season's plans include—farm improvements, crop planting, live stock financing—our 400 branch managers will be glad to discuss matters and offer their advice and assistance.

UNION BANK OF CANADA

HEAD OFFICE : : WINNIPEG

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corpn., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

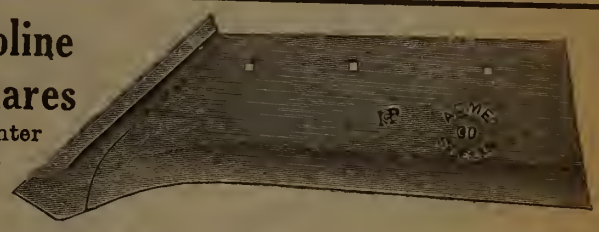
Sell WATSON'S HARROWS

WATSON'S BOSS WOOD HARROWS

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design. Have exclusive features. Easy sellers. Sizes: 78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet; 174 Tooth, 30 feet; 222 Tooth, 38 feet.

WATSON'S All-Steel Diamond Harrows. Made in two weights: 35 and 50 pounds per section. Interchangeable on any diamond harrow draw-bar. The best implement made for cultivating soil around growing grain. Ask for prices and particulars.

Genuine Moline "ACME" Shares



The original soft center share Give perfect wear. Order your stock now.

Repairs for Moline and Janesville Implements

Moline Plows—Moline Disk Harrows—Mandt Wagons and Farm Trucks—National and Mandt Manure Spreaders—Monitor Drills—Moline Engine Gangs—Adriance Binders, Mowers and Rakes.

Also Repairs For
Janesville Plows,
Disc Harrows, etc.

SEND US YOUR REPAIR ORDERS

John Watson Mfg. Co. LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

FITTED PLOW SHARES

Shares Stocked at Regina for every make of Plow

PLACE YOUR ORDER TO-DAY

HARROW TEETH
EVENER WOODS PLOW HITCHES
PAINTED AND VARNISHED WAGON SETS

CHRISTIANSEN IMPLEMENTS

Land Packers, Mulchers and Plow Harrows

The House of Quality *We Ship Daily*

Western Implements Limited

1434 Broad Street North Regina, Sask.

Neglect No Longer

To inform yourself of the innumerable advantages of Life Insurance. It is probable that you do not know for how small a sum you may, under the Policies of The Great-West Life Assurance Company, place your family beyond the necessity of appealing to the sympathy of others should the unexpected happen.

Make these enquiries as a matter of business, not sentiment. It is sometimes necessary to remember that while some wives not only fail to urge Insurance upon their husbands, but actively discourage such provision, there is yet to be found THE WIDOW who fails to appreciate the advantage of Life Insurance.

State age, when full details will be mailed of the many attractive plans issued by

THE GREAT-WEST LIFE ASSURANCE CO.

Dept. "P.16" HEAD OFFICE, WINNIPEG

IMPERIAL

Lubricants

IMPERIAL POLARINE AND IMPERIAL POLARINE HEAVY
For all gasoline-burning engines—automobiles, tractors and trucks.

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IMPERIAL PRAIRIE HARVESTER OIL
A heavy-bodied oil for open bearings of threshers, binders and separators.

IMPERIAL ELDORADO CASTOR MACHINE OIL
A thick oil for worn and loose bearings.

IMPERIAL CAPITOL CYLINDER OIL
For steam cylinder lubrication—tractors and stationary engines.

IMPERIAL STANDARD GAS ENGINE OIL
For stationary and portable engines using either kerosene or gasoline.

IMPERIAL THRESHER HARD OIL
For grease cup lubrication of bearings. A clean, solidified oil.

Imperial Farm Lubricants are for sale in ½, 1 and 4 gallon sealed cans, half-barrels and barrels.

How Many Tractors in Your District?

DO you know the number of tractors in your district? Do you know the number of automobiles, stationary engines, threshing outfits, farm lighting plants and other types of machines which need lubricating oils?

The farmers of Canada use vast quantities of lubricating oils each year. They represent the biggest percentage of the lubricating oil business.

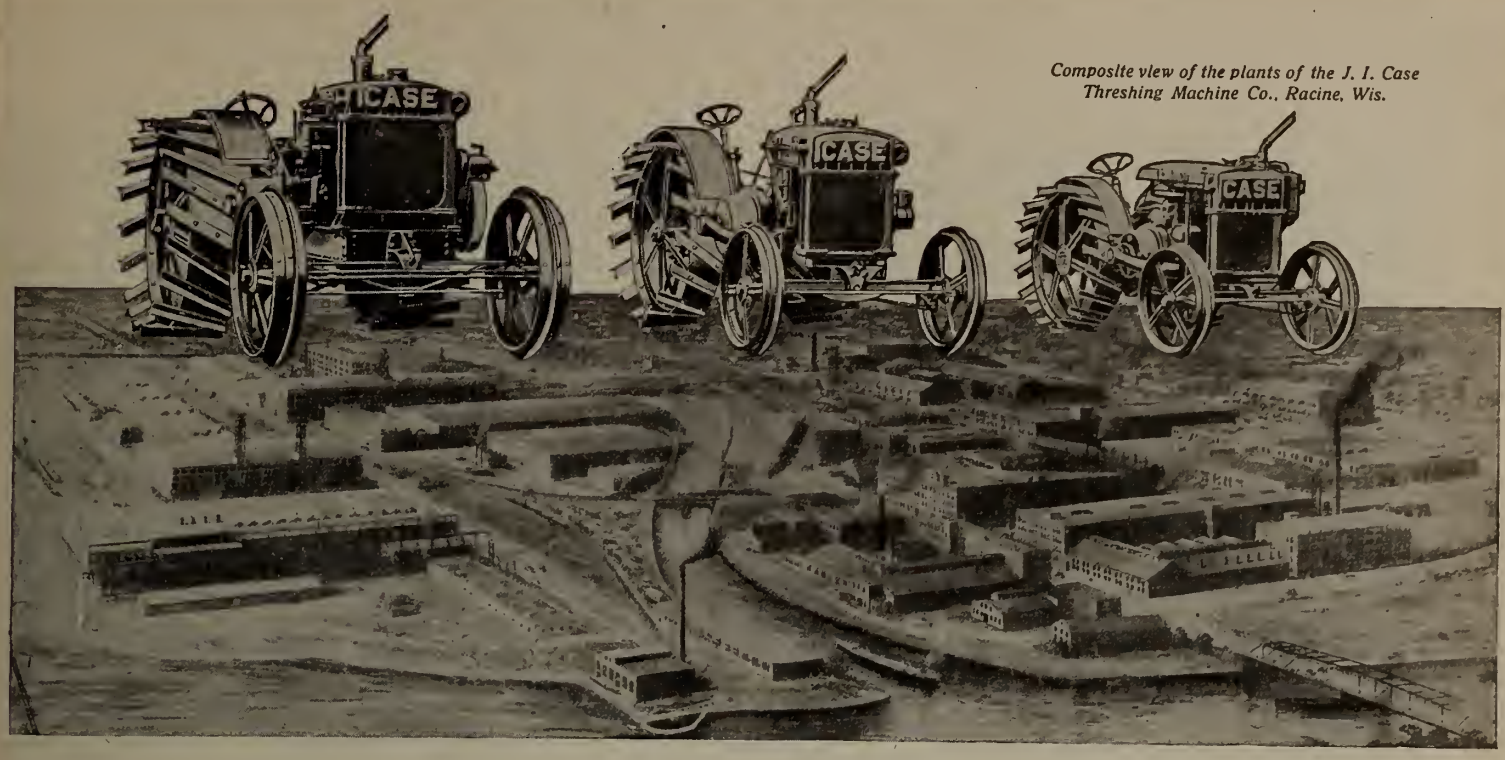
For years we have specialized on producing oils and greases suitable to their requirements. The complete line of Imperial farm lubricants, shown to the left, has been developed to get this business.

Imperial Farm Lubricants are advertised extensively. They are well and favorably known to farmers. You can get their business and hold it if you stock all sizes and all grades and go after the business.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities



Composite view of the plants of the J. I. Case Threshing Machine Co., Racine, Wis.

"Thoroughbreds!"

AN established reputation for superiority is just as strong an argument to the buyer of a Tractor as to the buyer of a purebred bull.

Show your prospects why the Case Kerosene Tractor *is* a "thoroughbred;" the factory back of it; and why every machine built in this great factory must be capable of "making good."

The factories of the J. I. Case Threshing Machine Company were founded in 1842. From the one-man shop in which the first Case Threshing Machine was built, there has grown the great plant shown in the composite view above, now occupying more than 140 acres of ground and employing more than 4,000 experienced workers.

For seventy-eight years this plant has consistently and continuously grown. And during all these years, our reputation for building *highgrade* farm machinery has grown with and beyond the factory until today it reaches every civilized country in the world. For us to build a "scrub" machine would be an act of folly comparable to applying the torch to the factory that produced it..

That's why every Case machine, bearing the good old trade mark of the Eagle on the Globe *must* be a "Thoroughbred."

Look for the EAGLE Our Trade Mark

J. I. CASE THRESHING MACHINE CO., Inc.

Dept. M-5, Racine, Wis., U. S. A.

Making Superior Farm Machinery Since 1842

CASE

TRADE MARKS REG. U.S. PAT. OFF. AND IN FOREIGN COUNTRIES.

KEROSENE TRACTORS

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

22-42 Double Profits in the

Catch the profits in pairs.

Talk 22-42 Threshers to your trade now, as well as 12-20 Tractors. It's a combination that is in demand.

The 12-20 Tractor for the right start and the 22-42 Thresher for the winning finish —that's the story.

Selling the combination gives your customer just what he wants—dependable service, quicker work, surer results. And it gives you *double profits*, without extra ef-

Unusual features of the Twin City 22-42 Thresher include: The largest separating area of any thresher of equal size; separate tailings cylinder (with delivery, not back into the straw, but direct to grain pan) where tailings are re-threshed till all the grain is obtained; adjustable sieves that handle all grains; cylinder and windstacker run on Hyatt Roller Bearings; all bearings are outside and may be oiled when the machine is in motion; simple to operate and care for; quick and easy of access.

Minneapolis Steel and Machinery Company of Canada, Limited

Head Office:
923 LOGAN AVE., WEST, WINNIPEG, MAN.
Branches: Regina, Sask., Calgary, Alta.
Factories: Minneapolis, U.S.A.
Export Office: 154 Nassau St., New York City.

TWIN CITY

22-42 All Steel Thresher

Twin City "Team of Steel"

fort. When you handle the Twin City Line you are backed by a *proven* product. Also by a powerful organization, a live sales force, a complete dealer's service and a big, continuous advertising campaign in the Saturday Evening Post and all the leading farm papers. Your sale is half made when you begin. Write or wire for details on the full Twin City Line—12-20, 16-30, 25-45, 40-65 and 60-90 Tractors; 22-42, 28-48, and 36-60 All Steel Threshers.

Minneapolis Steel and Machinery Company of Canada, Limited

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Branches: Regina, Sask., Calgary, Alta.
Factories: Minneapolis, U.S.A.
Export Office: 154 Nassau St., New York City.

12-20

Well-known features of the Twin City **12-20** Tractor are: A sixteen-valve four-cylinder engine, valve-in-head type, designed for perfect kerosene combustion. Removable cylinder head and sleeves; counterbalanced crankshaft.

Accessible, smooth-running, clean-burning, there is nothing like it in the tractor engine field today.

Transmission completely enclosed and dust proof. Direct drive on both forward speeds. Gears drop forged, steel cut, heat-treated, and running in a bath of oil. Semi-floating axle.

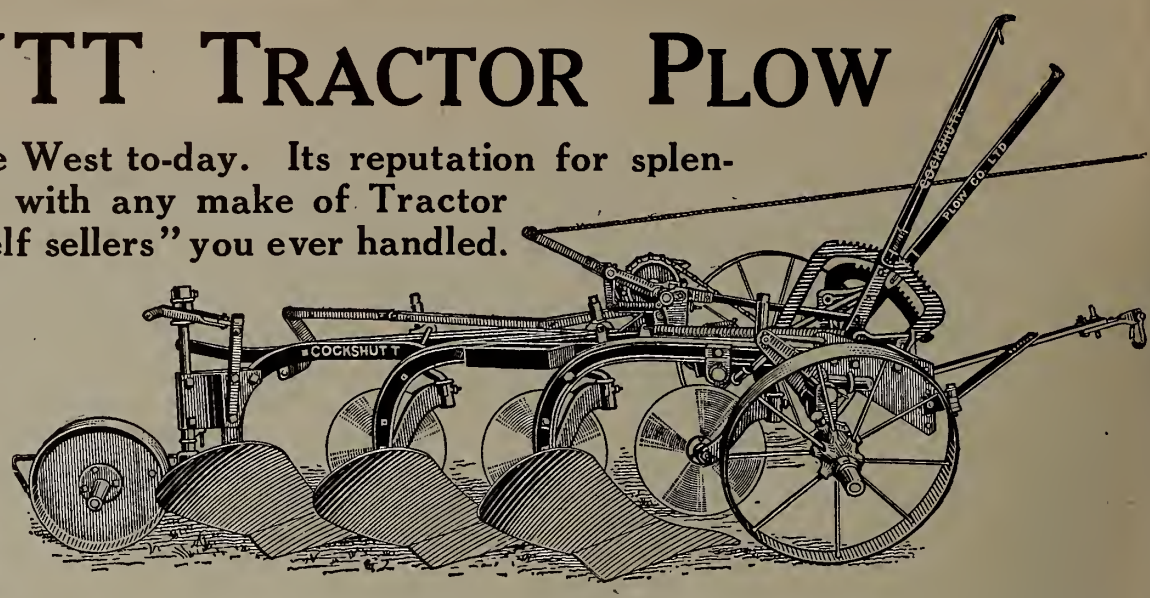
A sealed governor control, holding the engine to a steady speed of 1000 r. p. m.; large Spirex radiator core with thermostatic control of water circulation; Bosch high-tension magneto with impulse starter; Twin Disc clutch; Bennett air cleaner; special TWIN CITY-Holley kerosene vaporizer.

TWIN CITY

12-20 Kerosene Tractor with 16-valve engine

COCKSHUTT TRACTOR PLOW

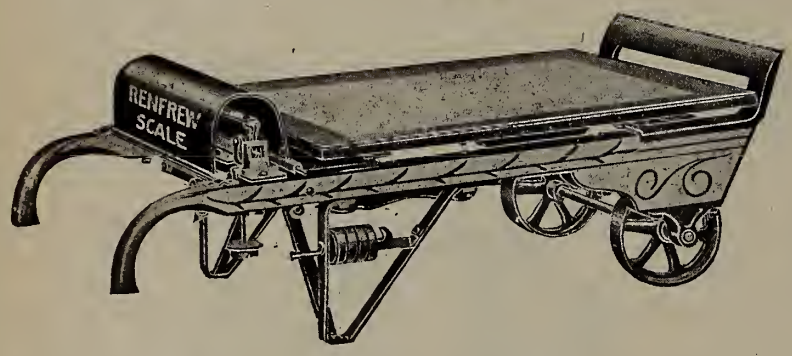
The easiest sold Plow in the West to-day. Its reputation for splendid plowing in any soil and with any make of Tractor makes it one of the best "self sellers" you ever handled.



An implement specially designed by experts for tractor plowing. Has heavy beams, heavy braces and substantial construction all through—yet it's surprisingly light in draft. This is due largely to the correct design of the bottoms — they turn clean-cut furrows. Two easily reached and readily operated levers set the plow for its work. Can be hitched to any make of tractor. Adjustments up and down as well as sideways are provided. A plow that "stays sold" and makes firm friends for you with your customers.

Built in 2, 3, and 4-furrow sizes with stubble or breaker boards. Independent Beam Power Lift Plows in sizes from 4 to 10 furrows and Power Lift Disc Plows in 2, 3, 4 and 5 disc sizes also supplied.

Handy Weigh Scale



Every Farmer Wants One

to weigh Bags of Feed, Grain, Potatoes, Vegetables, Butter, Poultry, Pigs, Sheep, Cattle, etc.

No Obstruction Higher Than Platform

to prevent putting on a rack for weighing livestock or anything less than 2000 lbs.

A customer writes: "A few days ago I sold a steer to the butcher for $15.00 more than I would have received had I depended on guessing the weight."

Government Inspector's Certificate Attached to each Scale

They are absolutely accurate; weighing 1 lb. up to 2000-lbs. Moveable anywhere and set up in a corner when not in use, taking up very little room.

Every Farmer Wants One. Order Now.

Renfrew Cream Separator

Gets More Cream and Better Butter with Less Work . . .

The great skimming record of the Renfrew is backed up by Government Dairy School tests.

The patented curved wings in the bowl distribute the milk in a thin sheet to the discs so that each disc gets an equal amount to skim. The wings themselves do more than half the skimming, leaving the discs free to do the balance to perfection.

The Only Separator with Interchangeable Capacity

Easy to fill. Easy to turn. Easy to clean.

See our complete Line of Cockshutt and Frost & Wood Implements.
Backed by big advertising and Dealer Service that never lets up.
——— Let us send you full particulars. ———

Cockshutt Plow Company, Ltd.

Winnipeg Regina Saskatoon Calgary Edmonton

CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 5 WINNIPEG, CANADA, MAY, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

Handling the Hay Crop With Modern Farm Machinery

With hay at its present market value, more than ever it is an inducement for farmers in the Canadian West to put acreage to hay and to handle their crop with the most up-to-date hay tools. In the United States, last year, over 103 million tons of hay were produced with a value, at a very conservative estimate of $2,986,000.

We cannot, however, overlook the fact that because of lax methods of handling, only a small per cent of the hay sold on the open market, or fed on the farms, is of prime quality. The E.-B. Dealers' Magazine is authority for the statement that investigation by the U.S. Department of Agriculture shows that only 10 per cent of the hay sold in any one year is of prime quality. Twenty to thirty per cent is No. 1 and from sixty to seventy per cent No. 2, 3 and No Grade. This is in spite of the fact that the value of hay both for feeding and on the market depends upon its quality. A ton of choice hay sells for three to ten dollars more per ton than inferior grades.

It is impossible to get a choice quality of hay unless improved machinery is used to facilitate the handling of the crop. There are few men nowadays who could go out into a field with the old-fashioned hand scythe, and swing it all day long as people used to do in the early days. If we had to rely upon these crude methods of harvesting hay, it is doubtful if much of it would ever be harvested. Today machinery has made the whole process so easy that practically no hand work is required, and even animal labor has been greatly reduced.

Many farmers place the hay in rows with sulky or side delivery rakes and then it is elevated into the wagon by loaders. After it is loaded, hay forks and other appliances remove the whole load at once, stowing it away in any desired place in the barn. The process of making hay and the machinery used in haying varies with the different sections of the country. In the West where hay as a rule is stacked in the field, sweep rakes and stackers are used. If the hay is stored in the barn, the farmer requires hay loaders and barn derricks. In the dryer regions where the weather conditions are exceptionally favorable, the greater part of the hay is baled in the field.

The time to cut hay depends upon two things: first, the state of growth, and second, the weather. In most cases, the hay should be cut quickly and always it must be cut when ready, although it is not advisable to cut hay when it is wet with rain or dew. The moisture evaporates more rapidly from hay that is still standing, and hay cut when it is free from moisture is less likely to develop mould. Tedding wet hay will usually more than repay the farmer for his effort.

Hay should be cured in the windrow or cock and not left in the swath. If it is left in the swath, the leaves cure faster than the stems, and as a result, bleach and scatter. In the windrow the process of curing takes place naturally because the air takes the water off gradually through the leaves. Forty per cent of the leguminous value is in the leaves so that any method of putting up hay which loses many of the leaves is decidedly unprofitable.

No step in the raising of this important crop calls for a tool that the modern implement dealer cannot furnish. Not only that, but these tools are the result of years of experience, and are the best so far as the saving of time, labor and money are concerned, that it is possible to purchase at any price.

Whether the farmer intends to stack in the field or in the mow, or bale at either place, or whether his hay is timothy, clover or alfalfa, hay tools are especially designed and constructed for just the sort of work he is going to do, and they will do that work in just the sort of way he likes to see it done. Hay-making is a particular job. Any old machine will not fulfill the requirements. The work must be done exactly so and at the right time, a few days one way or the other way mean the difference of a good many dollars in the amount received for the hay.

International Harvester Report for 1919

The International Harvester Company's annual report for 1919, made public April 27th, shows gross sales of $212,700,000, somewhat greater than 1918, while net profits were somewhat less than last year. Before deducting war losses in Europe charged to 1919 earnings, the percentage of earnings to capital invested is 9½ per cent; after deduction, 6 per cent.

This comparatively satisfactory showing is attributed to the agricultural prosperity of the United States and Canada, which offsets in some degree serious obstacles to European trade and unsettled manufacturing conditions in North America. Unusually good collections in those countries permitted the company to anticipate payment of $10,000,000 of obligations maturing in 1921. The only liabilities shown by the balance sheet are for current accounts payable.

Write off War Losses

European war losses have now been completely written off out of reserves established for that purpose and from current earnings during the last five years. The only investment in Russia and Germany now standing on the books consists of the plants and inventories of the factories in those countries, valued at $6,850,000. Late advices state that the plant near Moscow is still in operation and is one of the few important concerns in Russia that have not been "nationalized."

Collections Were Good

At the end of 1919 farmers and dealers' notes receivable amounted to $24,105,507. The report, however, states that during last year collections in the United States and Canada were exceptionally good. In the U.S. 94 per cent, and in Canada 80 per cent of the year's sales were paid for in cash before December 31. In the two countries bad debts to the value of $663,607 were written off. The plant property value in Canada at the year's end was $1,882,024; that of Canadian branch houses $451,754. The total property value, including plants, equipment, mines, steel mills, furnaces, timber lands, railroads, etc., was $74,193,990 after depreciation was allowed. Total assets of the company at December 31, 1919 were given as $266,668,416. The average number of employees during 1919 was 40,483.

It is interesting to note that foreign exchange decline caused a shrinkage in dollar value that represented approximately $6,-100,000. In regard to twine, the report states that results attained in the growth and use of hemp are such that should sisal supply become impossible hemp can be used as a substitute for producing binder twine. In Cuba the company have had excellent results in growing sisal.

The company now have 19 plants in North America, three of which are in Canada. In the U.S. they have 93 branch houses; in Canada 17.

The factory near Lille, France, has been re-equipped after being dismantled during four years of German military occupancy.

"In striving to rebuild its foreign business," the report says, "the company finds much evidence to support the position that wholly apart from sentiment and merely as a matter of self interest America cannot afford to stand aloof while Europe struggles with the tremendous task of industrial and economic rehabilitation. All international trade, and North America's share therein, must suffer until the paralyzed productive energies of the distressed countries are restored and until the resumption of their exports has created such external credits as will remove the barrier of unfavorable exchange.

"Realizing this, the company is doing all in its power to aid the revival of agriculture in Europe. In this effort it has received cordial co-operation from the United States War Finance Cor-

poration, which recently authorized a loan of several millions to the company to be used in financing foreign purchases of American farm implements."

Machine Power Essential

Farm labor scarcity and higher cost, the report says, point to a distinct danger of falling off in food production unless manpower in agriculture can be much more fully supplemented by machine power. The company's experimental efforts are now being directed towards providing the farm of average size with a complete equipment of power-driven implements that one man can operate.

The company's agricultural extension department which is not a sales agency but a contribution to the general welfare, has in seven years conducted 17,000 meetings for better farming.

The Industrial Council

Reviewing the first year of operation under the industrial council plan, whereby the workers now have a definite voice with the management in shaping all industrial relations policies, it is stated that the effect in the three severe strike tests of 1919 was to bring about early resumption of work. "The plan has done much," says the report, "to foster the spirit of co-operation and has brought the employees and the management into a more intimate relation of mutual understanding and confidence."

The works councils have also helped to quicken interest in the Harvester savings and profit-sharing plan, now in its fifth year. At the end of 1919 there were 24,635 subscribers for certificates totalling $8,391,000. Four thousand employees have become stockholders under this plan.

With the Manufacturers

The International Malleable Company will increase its plant at Guelph, Ont.

The Cockshutt Plow Co. are clearing ground at Edmonton for the erection of a new warehouse.

The Bain Wagon Co., Kenosha, Wis., has increased its capital stock from $400,000 to $1,200,000.

The Norma Co., of America, New York, has increased its capital stock from $300,000 to $750,000.

The Emerson-Brantingham Co., Rockford, Ill., is converting its grey iron foundry into a malleable plant and will build additions.

The Messervey Batteries, Brampton Ont., have excavations finished for a large factory to be completed during early summer.

The Tractor & Implement Co., Montreal, capital $1,000,000, has been formed to manufacture tractors and implements, also motor cycles.

The SKF Ball Bearing Co., Hartord, Conn., has begun the erection of a one-storey factory addition, 50x153, to cost about $25,000.

The Inland American Tractor Co., Eau Claire, Wis., will manufacture a new crawler type tractor to be known as the "Cata-Gripper."

The Emerson-Brantingham Implement Co., Rockford, Ill., is considering the erection of a large addition to its factory in southeast Minneapolis.

The Kelsey Wheel Co., Ltd., manufacturers of auto wheels, hubs, ribs and stampings, Windsor, are erecting a new building, 50x150 feet.

The Coleman Tractor Corp., Kansas City, has established a branch house at Sioux Falls, S. D., in charge of Fred Minier and Robt. E. McCarthy.

The buildings for the plant of the Canada Western Cordage Co., at New Westminster are nearing completion and it is expected they will be in operation shortly.

The new plant of the Whitney Tractor Co., of Upper Sandusky, Ohio, is being pushed to completion and it is said the plant will be one of the most efficiently laid out in the tractor industry.

The Lion Tire & Rubber Co., Limited, have recently been organized for the purpose of establishing a factory in New Toronto for the manufacture of a line of motor vehicle tires and tubes.

A compact, enclosed steering unit manufactured for tractor use exclusively, has recently been placed on the market by the R. D. Nuttall Co., of Pittsburgh, Pa.

The Walking Tamper Co., of Wausau, Wis., has been incorporated with a capital stock of $100,000, to manufacture a special tamping machine for filling silos.

The International Harvester Co., has begun the construction of a one-storey addition to its Chicago tractor plant. The improvement will cost about $237,000.

The Avery Company of Texas, will move into new quarters in Dallas shortly. They are altering a fire station at a cost of $200,000 and will remodel the building as offices and salesrooms.

The Commerce Motor Car Co., Ltd., of Detroit, have located a Canadian plant at Guelph, Ont., on which the work of erection has already commenced. The new concern will employ 500 men.

The Beeman Tractor Co., Minneapolis, has issued a notice to the effect that it will be unable to take on any more distributor contracts for this season, since its entire output has been sold.

The Meaford Steel products, Ltd., recently organized at Meaford, Ont., has taken over the business formerly carried on by the Meaford Wheelbarrow Co., and the plant is now being fitted up.

Work on the plant of the Samson Tractor Co., a branch of the General Motors Corporation, at Janesville, Wis., has been suspended and no further work will be done until conditions are modified.

The Avery Co., will erect plant additions. One building, 2,000 feet long, will be used for housing new tractors and other machines. A new two-story display and sales building, 132x135, will be also erected.

The Chief Motors Corporation, Port Huron, Mich., held its annual stockholders' meeting recently. H. J. Martin was elected president; R. E O'Brien, secretary-treasurer, and J. E. Erd and D. J. Johnson, directors.

The J. I. Case Plow Works, Racine, Wis., have announced that they will erect a $100,000 building in Indianapolis. A sales and advertising conference of this company's officials was held in Indianapolis recently.

A new factory is planned by the Canadian General Electric Company to be erected at West Toronto. The main building will be 70 feet by 390 feet and four storeys in height, with about 120,000 feet of floor space.

The board of directors of the Studebaker Corporation of America, automobile manufacturers, in a meeting recently declared a stock dividend of 33 1-3 per cent on $45,000,000 of outstanding common stock.

The Smith's Falls Malleable Castings Co., Smith's Falls, Ont., are completely remodelling and re-equipping their No. 1 plant which has been closed down for the past six years, and will shortly resume operations in it.

Total profits of the Canadian General Electric Co., head office, Toronto, for 1919 amounted to $1,617,989, with net profits of 1,093,320, the latter comparing with $1,436,483 in 1918. Dividends of $780,000 were paid.

Deere & Co., have completed plans for a one-storey addition, 100x160, to their plant at Waterloo, Ia., where tractors are made. The improvement will cost about $500,000, including equipment. Capacity will be greatly increased.

A remarkable record of increased production is shown by the American Bosch Magneto Corp. In 1918 the average monthly production of Bosch magnetos was 9,031. In March of this year the production was nearly 40,000.

S. C. Johnson & Son, Racine, Wisconsin, manufacturers of Johnson's prepared wax and auto products, have purchased a desirable factory location, an acre and three-quarters in extent, in Brantford, and will build a Canadian plant on this site.

Receivership proceedings have been filed against the E. G. Staude Mfg. Co., St. Paul, Minn., manufacturer of attachments for converting a Ford car into a tractor. The company admits liabilities of $300,000 and has suspended business for more than a year.

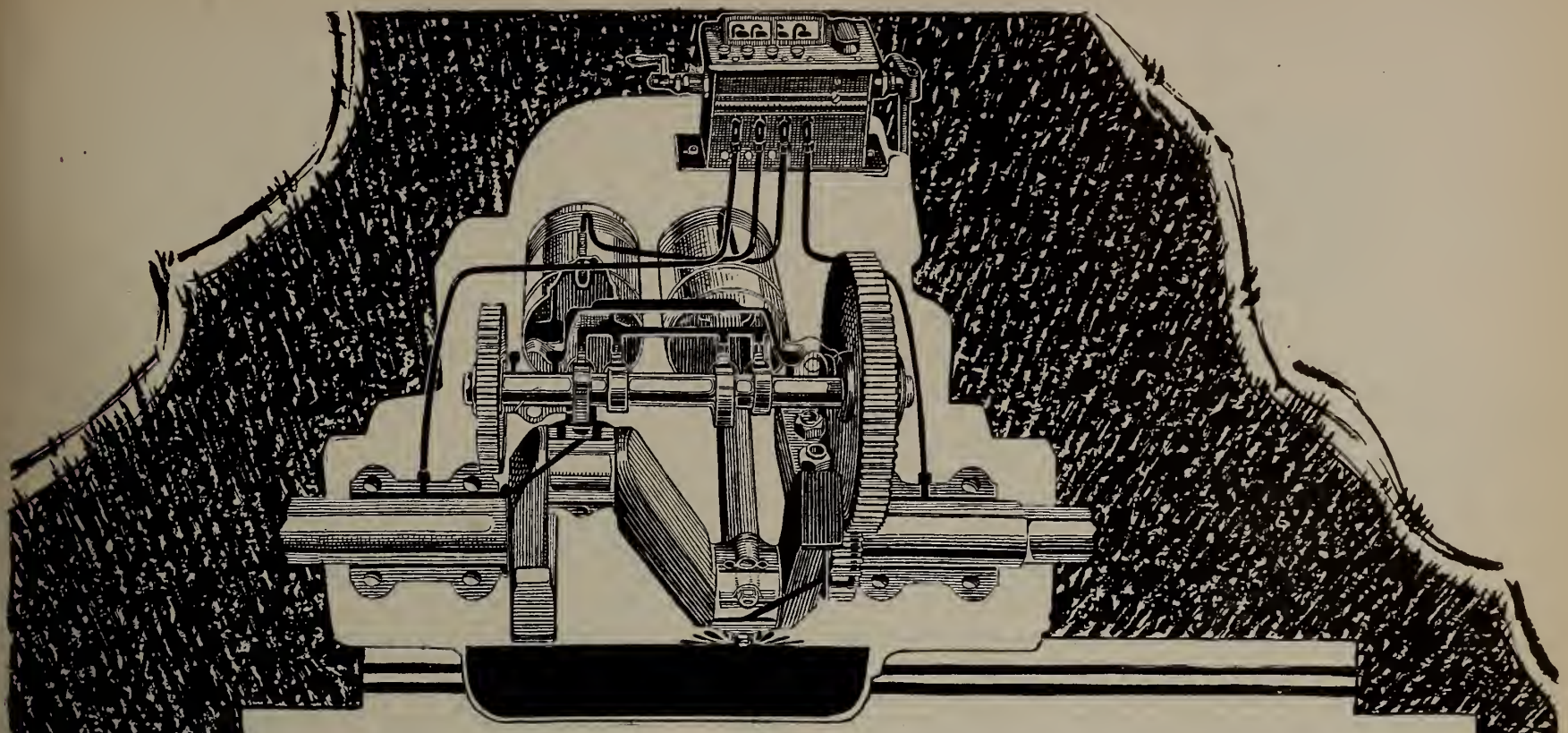
The Bateman Mfg. Co., Grenlock, N.J., announces the appointment of G. L. Lindsey as general western representative with headquarters at Denver. Mr. Lindsey is widely known in the implement trade being formerly in Canada for the J. I. Case Plow Works Co., Racine, Wis.

The program of the Oak Tire & Rubber Co., Limited, Oakville, Ont., manufacturers of "Royal Oak" tires, calls for the enlargement of their factory next spring by the addition of another storey, size 200 x 60 feet, which will enable them to double their present output.

The Franklin Tractor Co., Greenville, O., has purchased the entire business of the Bullock Tractor Co. of Chicago. The company will operate the Bullock plant under the name of Bullock Division, and will continue the manufacture of Bullock tractors, Models C and G.

The Hudson Mfg. Co. of Minneapolis and the Western Steel & Iron Works of De Pere announce their consolidation, the entire organization, including factory buildings and equipment, ,assets and goodwill of the Western Steel & Iron Works being taken over by the Hudson.

The Gotfredson-Joyce Corporation, Ltd., has been formed at Walkerville, Ont., for the purpose of manufacturing motor trucks. They have taken over the Gramm plant. The products of the factory for the present will be confined to 2½ ton trucks of an approved model, which has been in service and tested for the past six or eight months. The company expect to produce at least one thousand during the coming year.



Double Assurance of Dependable Lubrication

The tractor actually rides on a film of oil. On the axles, transmission, shafts, gears, and all the moving, wearing parts, this film of oil must be maintained or trouble and destruction quickly follows.

The more perfect this film of oil is maintained, the more perfect is the operation of the tractor and the longer its life.

The Rumely OilPull motor is distinguished above other tractor motors because it gives *twice the assurance of perfect lubrication*—because it has two main systems of lubrication rather than *one.*

First, there is provided the positive, force-feed, fresh oil, Madison-Kipp mechanical lubricator which pumps a continuous flow of fresh oil to all the major moving parts—cylinders, pistons, crank shafts, crank shaft bearings, etc.

Second, the designers of the OilPull, to insure unquestioned dependability of lubrication, have added the splash system which throws a constant spray of oil to all the moving parts within the motor.

Dependable lubrication is but one of many attractive OilPull selling features—features that bring you more customers, greater profits and more lasting friends.

Four sizes are built—12-20, 16-30, 20-40 and 30-60 H. P.—standard in design. The famous Rumely line also includes five sizes of the time-proved Ideal separators.

The Rumely line offers a rare opportunity for a few more progressive dealers who are successful in securing a Rumely contract.

ADVANCE-RUMELY THRESHER CO., *Inc.*
La Porte, Indiana

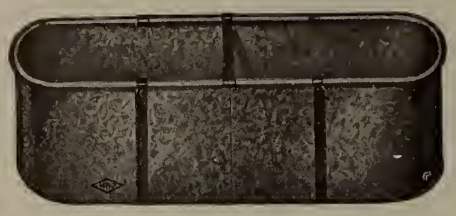
Calgary, Alta. Saskatoon, Sask. 48 Abell Street, Toronto, Ont. Regina, Sask. Winnipeg, Man.

At the University of Ohio Tractor Tests, January, 1920, the OilPull broke its own world's record for tractor fuel economy which it had held unbroken for eight years.

ADVANCE-RUMELY

"Eastlake" Tanks Build Business

A Type for Every Farm Use



Durable Serviceable In Demand Everywhere

Turn Water into Dollars

Well watered livestock pays in the end by increased weight and better quality of meat. A satisfied customer is an asset, and "Eastlake" Tanks assure satisfaction. The "Eastlake" Tank line has proven its superiority. They have proven their worth. Built without a weak spot. Known everywhere for quality construction.

Stock Tanks, House Tanks, Cisterns, Gasoline and Oil Tanks, Wagon Tanks, etc.

Catalogs and Agency Offer Sent on Request

The Metallic Roofing Co. of Canada, Limited

797 Notre Dame Avenue Manufacturers Winnipeg

Canada's Implement Industry

Government reports, if usually somewhat late, are not without interest as regards industry. The Dominion Bureau of Statistics recently issued figures regarding the status of the implement manufacturing industry in Canada for the year 1918.

Comparing these with the figures for 1910 gives some idea of the development of farm machinery mannfacturers in Canada. In the eight year period the number of plants had increased from 77 to 84, and the capital investment from $45,232,098 to $74,410,603 in 1918. Strangely enough the number of employees has remained practically stationary. In 1910 the date shows 9,560 employees; in 1918, 9,647 employees. But there is a marked difference in the amount of wages paid. In 1910 wages only amounted to $4,739,750 or $536 per head; in 1918 they had risen to $8,632,201 or $982 per head.

The cost of materials was figured at $10,477,140 in 1910 and at $17,319,840 in 1918. The value of products stood at $20,722,722 in 1910 and at $34,853,673 in 1918.

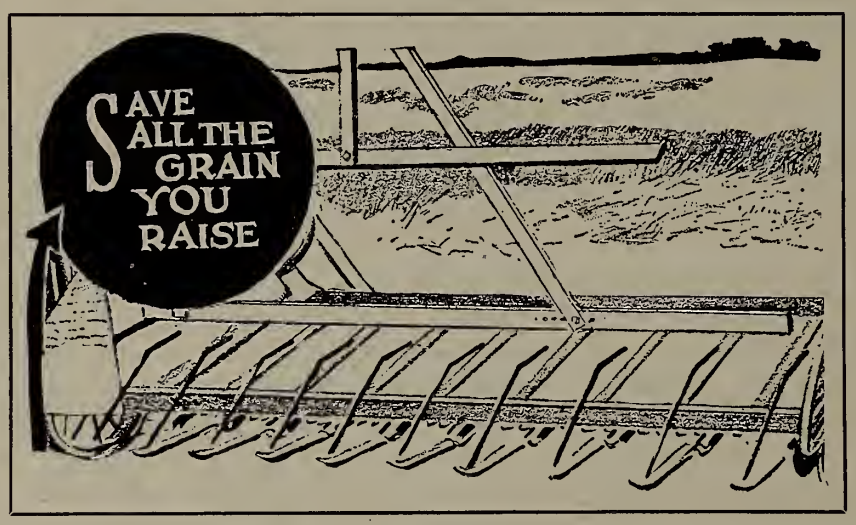
Interesting figures are given in the 1918 report as to the quantity and value of various materials entering into the manufacture of implements and as to the number and value of each kind of implement made. For instance, 30,367 m.f. of lumber; 77,338 tons of steel and steel castings; 49,712 tons of pig iron and iron castings, and 14,351 tons of malleable iron were required.

So far as output was concerned in 1918, 117,226 harrows were made; 70,522 plows; 37,751 mowers; 35,467 cultivators; 31,270 drills; 30,435 harvesters; 24,556 haw rakes; 11,801 hay carriers; 10,025 fanning mills, etc.

ANDERSON GRAIN SAVER

(PATENTED)

Made in Winnipeg



Over 100,000 in Use

Make a Perfect Harvest Possible

Dealers Make Quick Sales

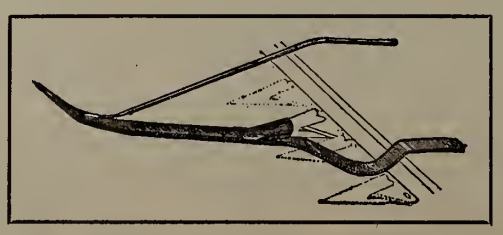
Every Binder Owner a good lively prospect. No binder complete without a set. ANDERSON GRAIN SAVERS sell themselves at sight, but a little work on the part of the dealer will bring big returns with excellent profit.

To Assist Dealers in Making an Immediate Start

We are reserving 1,000 Sets only to be sold on CONSIGNMENT. If you received our descriptive circular and dealer's proposition, place your order now or write for further particulars.

Fits Any Binder and is Easily Attached

Each SAVER has a socket which slips over the point of the sickle guard and is held in place by one countersunk bolt through the platform.



ANDERSON GRAIN SAVING DEVICE CO.

702 Confederation Life Bldg. - Winnipeg

The B. T. Barn Book

Beatty Bros., Limited, Fergus, Ont., have issued their Barn Book for 1920. Containing over 350 pages this interesting publication is probably the most attractive of the catalogs gotten out in recent years by this well-known barn and stable equipment manufacturing concern. Complete details on how to plan and build barns are given. A set of blue prints give plans which should be of the greatest service to the farmer who intends to build. Different sections describe and illustrate the following BT lines:

Galvanized cow stalls, steel pens, water bowls, tanks, horse stable fittings, manure and feed carriers, hay carriers, hog pens and hog troughs, barn door track, manger and barn cleaners, etc.

The BT barn book has long been regarded by Canadian farmers as a text book on the subject of planning, designing and equipping barns and other farm buildings. It is invaluable to the implement dealer as a means of reference and a concise encyclopedia of information should he have to advise a customer regarding projects for barn building and barn equipment. Especially this year, when farmers will build new barns wherever possible, the BT barn book will prove of interest and value to the agriculturist. A copy will be sent free of charge to any dealer who will address the nearest branch of the company.

In the 1920 edition pages 63 to 80 outline the scope of the BT barn plain service, which offers invaluable co-operation to the farmer who is to build or add to his barns or stables this summer.

Milking Machines Save Labor

The man who works on the farm and in the dairy accomplishes a lot more than he did in the days gone by. Times have changed, working conditions have changed; and these conditions have been brought about by the application of machinery on the modern farm.

We are living in an age of progress. Most of us have discarded old, inefficient methods. Slower methods have given way to the modern automobile and tractor. Motor trucks are taking the places of horse and wagon. Gasoline and electric power do the pumping on the farm. Cream separators have taken the place of hand skimming—and all because modern methods are better, quicker and accomplish bigger results.

Now comes the perfected milking machine. The slow, laborious method of hand-milking is passing. The day is coming, and coming soon, when every dairyman with ten or more cows is going to do his milking by machine. Young men who do the work in our dairies should inform themselves of the advantages of the milking machine and acquaint themselves with its operation.

Some of the manufacturers of milking machines publish interesting material on the details of construction and operation of the mechanical milkers. The De Laval Separator Company, 165 Broadway, New York, has several books which are gladly sent to dealers who wish to familiarize themselves with milking machine construction.

The Tractor and Implement Blue Book

We recently received from the publishers, the Midland Publishing Co., St. Louis, Missouri, the 1920 edition of their Tractor and Implement Blue Book. This compact and concise book is of the greatest value as a ready reference book for dealers and distributors of tractors, farm implements and farm equipment. It is produced in pocket size, 3½ by 7 inches, containing listings of different machines.

Every farm tractor on the U. S. market is listed and described in the tractor section, with full specifications and data. Other interesting sections deal with tractor plows, threshers, tractor implements, lighting plants, etc. The manufacturers are listed alphabetically so that the dealer can quickly locate the maker of any machine on the market. The classification is singularly complete and it is possible to get the desired information with the minimum amount of trouble. This publication is issued with Farm Machinery—Farm Power, which is issued by the above company twice a month. The new edition of the Blue Book should be most popular with the dealers and distributors of farm machinery and equipment.

Findlay Rejoins Advertising Agency

W. M. Findlay, for the past five years connected with the advertising department of the Willys-Overland Co., Inc., Toledo, Ohio, has rejoined the J. J. Gibbons Advertising Agency, whose headquarters are in Toronto. Mr. Findlay was for three years engaged in advertising work with this agency previous to going to Toledo, for a time at Toronto and later at Montreal. He rejoins J. J. Gibbons, Limited, as a member of the executive department at the head office in Toronto. Previous to entering the advertising keld Mr. Findlay was engaged in newspaper editorial work on Canadian newspapers, working at Hamilton, Guelph, Brantford and Toronto.

The Creed of a De Laval Traveler

The following creed was sent in voluntarily to The De Laval Separator Company by Mr. C. M. Adams, a Wyoming De Laval Division Superintendent, and was first published in the De Laval Monthly :

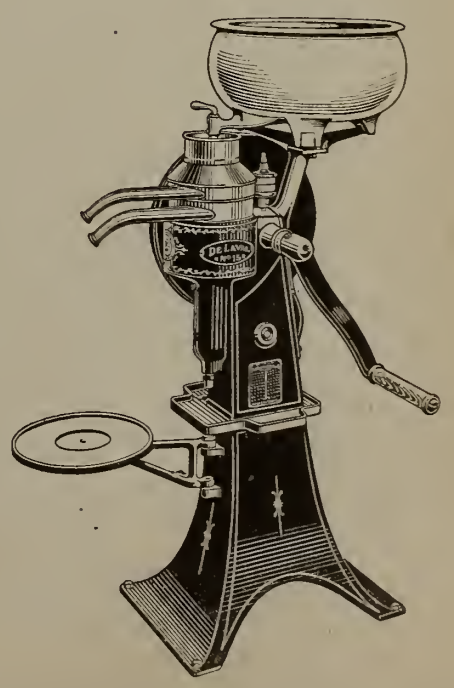
I BELIEVE in the De Laval Cream Separator, because in its making the greatest accomplishments in modern centrifugal cream separation are embodied.

I believe in the De Laval Cream Separator, because I know beneath the lustre of its furnace-baked enamel is the expression of honesty and integrity, from the sanitary base to the seamless supply tank.

I believe there is bound up within the matchless frame a polished gearing that proclaims the standard throughout the world; and in offering the De Laval to the dairyman, I know I am selling a machine constructed of materials and character that reflects its superiority by the continued expressions of satisfaction from its users.

My faith is not alone in the machine. It is also in the ideas of the men who are responsible for the success of the Company, for I know that back of the large factories the ever-present thought in the minds of these men is continually to evolve new and better methods of cream separation, and to render the best possible service to the user.

And so I stand in my convictions that honest goods can be sold by honest methods, and with this truth as my guiding star, I will through honest effort uphold the policy of these pioneers, by selling a machine built by honest effort and of honest materials, to be sold by straightforward, manly methods.



THE DE LAVAL COMPANY, LTD.

MONTREAL PETERBORO WINNIPEG EDMONTON VANCOUVER

50,000 Branches and Local Agencies the World Over

Hudson Mfg. Co. to Enter Canada

The Hudson Manufacturing Co., Minneapolis, has consolidated with the Western Steel & Iron Works, De Pere, Wis. The arrangement includes the entire organization of the last-named concern, including factory buildings, equipment, assets and goodwill.

Mr. Ralph, representative of the Hudson Mfg. Co., was a recent business visitor to the Canadian West. He reports that the company will enter Western Canada as soon as satisfactory distributing arrangements can be made. The Hudson Company now operate five plants, the original plant being located at Hastings, Minn., where sprayers were produced, also barn equipment and garden tools.

A tank factory is operated at Minneapolis, where galvanized stock and storage tanks, feed cookers, hog troughs and similar items are manufactured. Ventilating cupolas are all made in the Albert Lea factory, while tank heaters are made in the plant taken over from the Nelson Manufacturing Company at Deerfield last September. The old plant of the Strickler Hay Tool Company at Janesville, Wis., which was acquired last year, is devoted exclusively to the manufacture of haying tools.

The merger makes the Hudson Manufacturing Company, as it is now constituted, one of the strongest barn equipment manufacturing organizations in the northwestern states.

CHASE TRACTORS CORPORATION LIMITED
THE LARGEST, MOST MODERN & COMPLETE TRACTOR PLANT IN THE BRITISH EMPIRE
CHASE TRACTORS CORPORATION LIMITED TORONTO CANADA

R. McKay, manager at Winnipeg for the Chase Tractors Corporation, says: "Chase Tractors are made in the Largest Tractor Factory in the British Empire, by Canadians—for Canadians—others second"

Feeder Company Has Big Production

A. S. Barker, secretary-treasurer of the Garden City Feeder Co. of Canada Ltd., Regina, Sask., reports that this year, for the first time, he expects to be able to supply the demand for Garden City feeders. The factory in the States is in the best shape it has ever been to take care of orders. The plant was increased in size materially a year ago, and at the same time raw material was bought in large quantities. Shipments are now being made to Canada regularly. The warehouses at Brandon, Regina and Calgary will be filled before midsummer so that all customers may be taken care of promptly. Three travellers are covering the trade in Manitoba, three in Saskatchewan, and two in Alberta territory.

Canada's Automobile Industry

In Canada there is now one automobile for every 25 people, and since the introduction of the car into Canada this industry has shown phenomenal development. In 1903 there were but 220 car owners in Canada; in 1919 the number of registrations totalled 324,886.

At the present time the sum of $50,000,000 is invested in the Canadian motor industry, and its various lines account for the employment of more than 15,000 people. The estimated aggregate sale of cars in Canada last year was over $100,000,000, and expert investigation has elicited the probability of a 35 per cent increase over these figures for the year 1920. In 1919 the imports of cars, parts and accessories amounted to $12,201,119, while exports for the same period were valued at $10,889,234. The imports were practically all from the United States.

Moline Plow Co. Announce New Tractor

The Moline Plow Co., Moline, Ill., announce the construction of a new Moline tractor, built especially for use in orchard work. It is very similar to the regular Moline-Universal tractor, except that it is built low so as to pass under low-hanging branches. The rating of the new machine is 9-18 H.P.

The top of the radiator of the new orchard tractor is just 55¼ inches from the ground, less than 5 feet, and nearly 1½ feet lower than on the regular Moline-Universal tractor. Contributing to this lower construction are the wheels, which are 44 inches in diameter, instead of 52 inches. Its clearance is 18 inches, instead of 29½ inches. Its weight is 3380 lbs.

People have just as much confidence in you as you do.

Horses Can't Crib These Guards
After years of use they will look as well as when first installed. They allow air and light to penetrate every corner. They are strong, neat, sanitary, durable and fireproof.
BT TIME SAVER
BT STEEL HORSE STABLE FITTINGS
Farmers everywhere are turning to steel equipment. Wood stalls do not last, are hard to clean, are not fireproof, and need constant repairs.
The agency for BT Steel Horse Stable Fittings is a profitable one. Write us for catalogue.
BEATTY BROS. LIMITED
Fergus, Ont. London, Ont. Winnipeg, Man.
Montreal, Que. St. John, N.B. Edmonton, Alta.
Vancouver, B.C. London, Eng.

Bissell
Combination 4 Unit DISK HARROW
The Disk Harrow is an absolutely essential implement where a mellow, pulverized soil is needed and where increased production is desired. Short gangs on the Bissell 4 Unit Combination Harrows render them flexible so they conform to uneven surfaces, including tractor wheel depression, thoroughly cultivating centre ridges, leaving all ground pulverized, level and smooth. Can be separated quickly for use as single harrows for horses and light tractors. The Bissell is the ideal harrow. Adapted to all needs of successful ranchers.
Write for booklet and literature on Harrows.
Sold by John Deere Plow Companys' Agents.
T. E. BISSELL CO. Limited, Elora, Ont.
Factories at Elora and Ingersoll, Ont.

IT CANNOT FAIL!

WEBSTER MAGNETOS can always be depended upon to produce a hot spark at the right instant. No other system of ignition is so reliable. That this statement is true is corroborated by the fact that

85% OF THE ENGINE MANUFACTURERS . . using make-and-break ignition furnish them as regular equipment.

MORE THAN 600,000 ARE IN DAILY USE

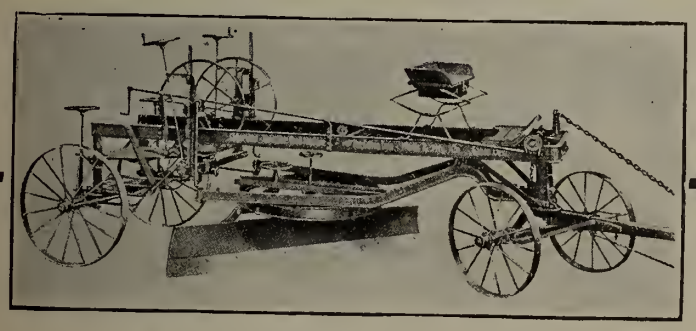
WEBSTER ELECTRIC CO.
Racine, Wis. U.S.A.

To safeguard your trade specify

WEBSTER
Tri-Polar Oscillator

Road Making Machinery Means

Better Roads, Community Prosperity and Increased Business for the Dealer



Get the Agency for Our Lines

Ask For Literature and Prices On Our
Bucyrus Shovels, Wheel and Drag Scrapers, Elevating Graders and Wagons, Road Rollers, Plows, Levellers and Graders, Sprinklers, Sprayers and Flushers, Concrete Mixers and Stone Crushers.

Good roads increase Farm Values. As your customers prosper the demand for the lines you handle naturally increases. Farmers visit town oftener, and buy more. The sale of automobiles and motor trucks in your district largely depends upon local road conditions. Our machinery means better roads for your municipality—your trade territory. It pays to handle our lines. You not only get present profits but build bigger business for the future.

OUR PROPOSITION WILL INTEREST YOU. ADDRESS

DOMINION EQUIPMENT and SUPPLY COMPANY, LIMITED
1001 McARTHUR BLDG. WINNIPEG, MAN.

"WE DARE 'EM TO KNOCK IT OFF."

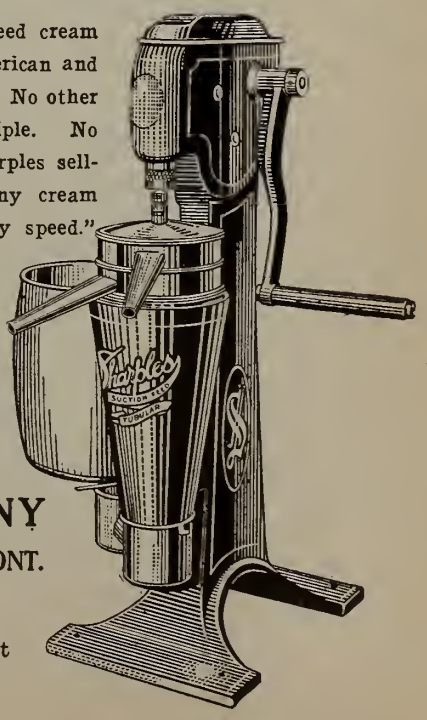
SHARPLES Dealers have the strongest possible selling argument for the Sharples Suction-feed Separator in saying: "It skims clean at any speed."

Dealers know that this claim has been proved time and again by official tests and by agricultural college officials. They can show prospective buyers the actual reports of these tests.

No other cream separator can skim clean at any speed. No other separator dealers dare to claim it. That is the reason for the *success of dealers who handle the*

SHARPLES
SUCTION-FEED CREAM SEPARATOR
"skims clean at any speed."

Sharples dealers have the ONLY suction-feed cream separator, made by the pioneer North American and the world's largest Separator manufacturer. No other separator can adopt the suction-feed principle. No other separator, therefore, has the big Sharples selling feature, the most important that any cream separator can have—"skims clean at any speed."



We will be glad to give any dealer information concerning his territory and the Sharples Contract . . .

THE SHARPLES SEPARATOR COMPANY
2368 Dundas Street W. TORONTO, ONT.

Branches:
Montreal, Que.—304 Notre Dame West
Regina, Sask. —1845 Rose Street

Fleming Joins Cleveland Tractor Company

The Cleveland Tractor Company, Cleveland, Ohio, announce that C. D. Fleming has been appointed treasurer of the company with charge of all finance and accounting. Mr. Fleming joins this tractor company with an unusually wide experience and an enviable record in corporation finance, especially in the automotive industry.

Early in his career he was recognized as one of the leading public accountants of Detroit, which profession he followed for several years. From this work he became associated with the Detroit Trust Company.

He then became affiliated with the Studebaker Corporation as assistant treasurer and for seven years had charge of the accounting and cost departments of the Studebaker automobile plants of Detroit. Mr. Fleming comes to the Cleveland Tractor Company from the Studebaker Corporation.

Saskatchewan Farm Implement Act Amended

An amendment as regards entries in contract forms as required by the Farm Implements Act in Saskatchewan, was made during the last session of the legislature in that province. The existing law includes schedules in the form of contracts to be used for the sale of farm machinery, the contracts themselves containing some blanks. Owing to the fact that some companies were using the printed forms with the blanks for the interest rate filled in as "nine per cent" this act is designed to meet this condition.

The act now provides that all blanks in contracts under the existing law must be filled in in handwriting or else the contract becomes invalid.

Mail Order Profits

The implement dealer often meets the type of farmer who has the idea that the mail order house does business on a very close margin, and that dealers and manufacturers in the farm machinery and dairy equipment business make enormous profits.

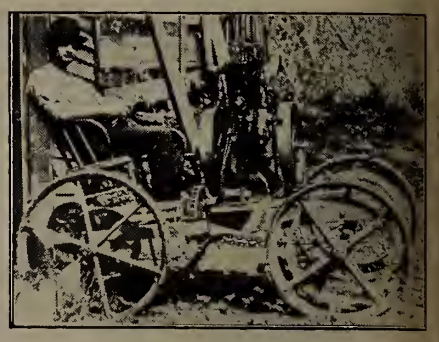
On this account it may be of interest to farm implement dealers in Canada to know that statistics recently presented to the U. S. Federal Trade Commission at Washington show that the profits of the principal agricultural implement concerns for the year 1918 averaged 9.32 per cent on their capital stock and 7.39 per cent on their net worth of capital actually employed, while those of Sears, Roebuck & Co. and Montgomery, Ward & Co. averaged 21.21 per cent on capital stock and 31.63 per cent on capital invested. These figures carry their own moral.

"The First Tractor"

The fellow who started the tractor idea started a heap of trouble, to judge by the debates we hear on the value of the different types, sorts, sizes and descriptions of tractors. Any way you look at it, you must admit that the fellow who made the first tractor "started something."

Great inventions have always been started by some lazy man, getting tired of hard work and figuring out a machine that would let him sit down and rest while it did the work.

The illustration on this page shows a home-made tractor, constructed twenty years ago. The



The Original Turner Tractor

outfit consists of a Turner single-cylinder engine mounted on a truck made of binder wheels, with an old kitchen chair for the seat.

As it was a Turner engine, Mr. McCarthy, advertising manager of the Turner Simplicity tractor, claims the first tractor was a "Turner." It will be interesting to know if any of our readers have photographs or information relative to a more primitive tractor than this.

Sharp Equipment Widely Used

The grain saving stacker, as manufactured by the Indiana Manufacturing Co., Indianapolis, Ind., is an addition to the modern threshing machine that saves the grain wasted in the ordinary process—putting it in the sack where it belongs and not in the grain stack. It is now standard equipment on the majority of separators manufactured in Canada, such as the following:

Bell, Moodie, Mt. Forest, Goodison Macdonald, Sawyer-Massey, New Era, Waterloo Champion, White, Wallis, etc.

LONDON CONCRETE BLOCK MACHINE
makes concrete blocks in all sizes and designs.
Concrete Blocks are suitable and economical for building dwellings, stores, barns, factories, and foundations.
The machine will save the price of itself in one dwelling. Send for Catalogue No. 3.
Agents Wanted in all Unoccupied Territory
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery.

Melotte Cream Separators

12 Sizes: Capacities, 280 to 1300 Lbs.

The "Melotte" suspended bowl is self-balancing and frictionless. Spindles revolve on high-grade ball bearings. Gearing is square cut, all enclosed, running in oil on ball bearings. No worm wheels. Superior construction. Unequalled skimming efficiency. They sell easily on their unequalled reputation for close skimming. Ask for catalog.

More Sales—More Profits

Lister Engines

2, 3, 5, 7 and 9 H.P.

British Built --- British Quality

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition—no batteries. Automatic lubrication. Economical to run. Shipped complete with skids, ready to run. Handle Lister and you get the business.

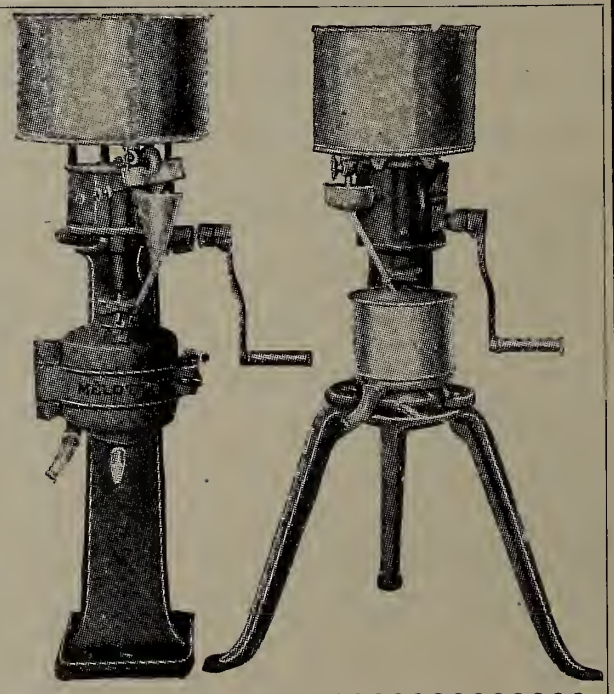
SALES PROPOSITION SENT ON REQUEST

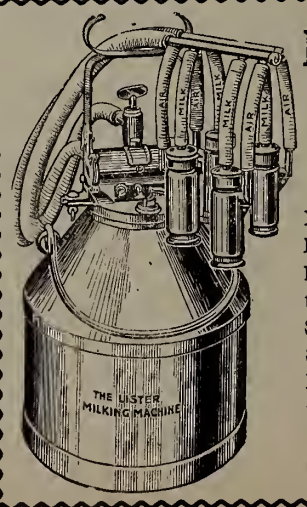
The Lister Line Includes:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

R. A. LISTER & COMPANY (Canada), LIMITED

Winnipeg, Man. Toronto, Ont.





LISTER Milking Machines

British Made

In use all over the British Empire for the last ten years. Time tried—proven best. Simple and efficient. Suits any size of herd. Let us tell you about them.

Write for Catalog and Agency offer.

PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

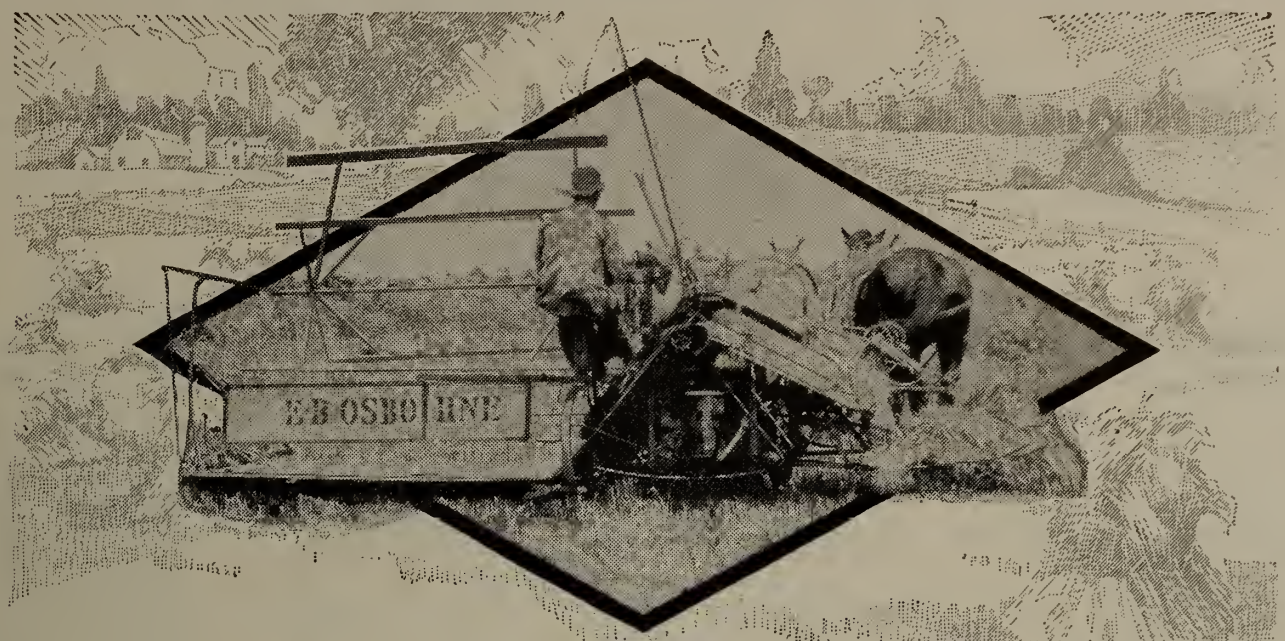
We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.



It's Time to Think About Getting Binders on Your Floor

Dealers are going to have difficulty this summer in getting enough binders for their farmer customers. The shortage will hit E-B dealers especially, because of the heavy demand for E-B Osborne grain binders and corn binders.

Each season, as you know, sees the E-B Osborne line of harvesters more firmly established in the confidence of farmers. In all parts of the country it is proving out the extra strength and flexibility that were built into it to meet the difficult farming conditions in the east.

The E-B Osborne line originated in the East, and was developed and perfected there; but its reputation is now nation wide. The demand for it is nation wide as well.

We believe you will do yourself a good turn just now to think over the harvester situation. When you are ready to act, you can depend upon E-B co-operation and E-B service.

The E-B Line

Plows	Grain Drills
Harrows	Sawmills
Cultivators	Manure Spreaders
Pulverizers	Tractors
Listers	Tractor Plows
Ridge Busters	Threshers
Planters	Stationary Engines
Stalk Cutters	Binder Engines
Mowers	Portable Engines
Rakes	Pump Jacks
Hay Loaders	Corn Shellers
Tedders	Hay Presses
Stackers	Grain Binders
Vehicles	Corn Binders
Wagons	

E-B Branches

Amarillo, Texas	Minneapolis, Minn.
Auburn, N. Y.	Nashville, Tenn.
Baltimore, Md.	Oklahoma City, Okla.
Billings, Mont.	Omaha, Neb.
Columbus, Ohio	Peoria, Ill.
Dallas, Texas	Regina, Sask., Canada
Denver, Col.	Rockford, Ill.
Des Moines, Ia.	Salisbury, N. C.
Fargo, N. D.	Sioux Falls, S. D.
Harrisburg, Pa.	St. Louis, Mo.
Indianapolis, Ind.	Trenton, N. J.
Kansas City, Mo.	Wichita, Kan.

Export Office
Grand Central Palace, New York City

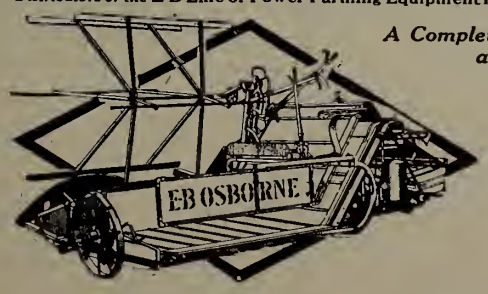
Emerson - Brantingham Implement Co., *Inc.*

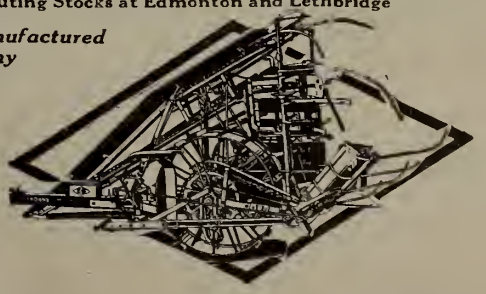
Established 1852 **Rockford, Ill.**

Emerson-Brantingham Implement Co., Regina
Distributors of the E-B Line of Power Farming Equipment in Saskatchewan

Anderson-Roe Company, Ltd., Winnipeg, Regina, Calgary, Saskatoon
Distributing Stocks at Edmonton and Lethbridge

A Complete Line of Farm Machinery Manufactured and Guaranteed by One Company





The Value of the Straw Spreader to Agriculture

It is hard to compute the value of the straw that has been burned in the Canadian West since first grain farming was instituted in a big way. In the fall the "smoke signals" from burning straw stacks meant an untold value in dollars going skywards. No farmer can go on year after year taking grain crops off the soil and expect that his yield will not get steadily smaller.

Authorities on scientific farming agree on one point, and that is, in the utilization of straw as a means of returning soil fertility. Beyond returning humus to the soil, straw has a value in holding all available moisture, for it is proven that one ton of straw will absorb two tons of water. In Western Canada, as in the Northwestern states, it has been proven that the most perfect means of eradicating soil drifting is straw spreading. Couple to this the value of the fertility returned to the soil, and the dealer can easily see the importance to the farmer of the modern straw spreader.

According to investigations made by Dr. C. G. Hopkins of the University of Illinois, a ton of straw contains about ten pounds of nitrogen, eighteen pounds of potash and two pounds of phosphorous.

The trouble in spreading straw has ever been the amount of labor entailed. The straw spreader eliminates the factor of labor. It spreads the straw evenly in a blanket of any desired thickness. In several makes of manure spreaders an attachment is provided whereby straw can be handled, but the main trouble with such equipment is stated to be that the delivery is high, and in a wind the straw is blown across the field, and its value lost as a protective medium.

In the "Eagle" straw spreader, as manufactured by the Eagle Mfg. Co., Morton, Ill., the straw is handled in a novel way, being torn and shredded before delivery. It is then spread from a point about eight inches above ground level; whenever the straw hits the soil it stays there and cannot be blown away. This machine is also adaptable in that it can be attached to any type of wagon or hay rack. It gets its own power from its drive wheels, the mechanism being operated by chain drive. The Eagle is very strongly constructed of steel, and is stated to give a life-time wear. It is very light draft, and spreads the straw in one-fifth the time required by hand labor. The manufacturers publish a most interesting booklet embodying the views of farm experts and agricultural colleges on the value of straw spreading, also letters from practical farmers who have found that this machine increased their wheat yield and saved crops by preventing soil blowing.

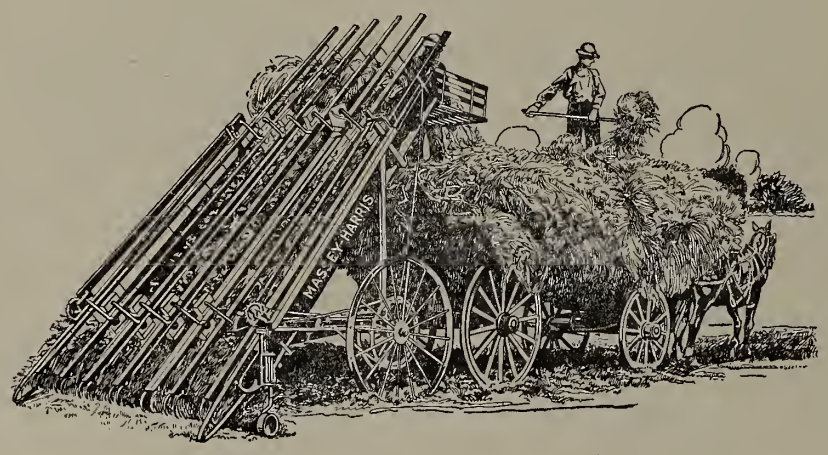
The "Eagle" straw spreader is distributed in Canadian territory by Henry Rustad, farm machinery manufacturer, 416 Corydon Ave., Winnipeg, who also manufactures the well known Rustad portable grain elevators. Another line distributed by this company is the Kramer rotary harrow, also made by the Eagle Manufacturing Co. Mr. Rustad reports that dealers are showing great interest in his line of straw spreaders, and he is busy allocating territory throughout Western Canada.

New Genco Light Distributors for Saskatchewan

It is reported that the Saskatchewan Motor Co., Regina, former Southern Saskatchewan distributors for the Ford Motor Co., have taken over the Saskatchewan agency for the General Gas & Electric Co., Hanover, Pa., manufacturers of Genco Light plants for farms and country homes. Genco plants have been sold in the West for the past three years by the Genco Electric Light Co., of Calgary. The dealer organization developed by the Saskatchewan Motor Co. will enable them to get quick action on their new line.

Massey-Harris

Haying Tools That Need No Introduction



MASSEY-HARRIS

Known for Generations Back

EVERY farmer is well acquainted with the name Massey-Harris. It's the name on one or more of his machines, and he knows what it stands for in quality and workmanship. Many haying tools will be bought for the coming season, the name Massey-Harris on them is the farmer's best guarantee—and the Agent's easy way to increase sales.

It's the Service we give that counts

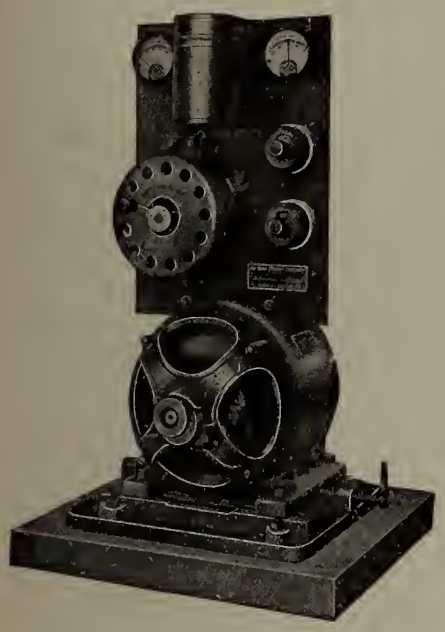
MASSEY-HARRIS COMPANY, LIMITED

HEAD OFFICE - TORONTO, ONT.

Branches at—Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current, Yorkton, Calgary, Edmonton. *Transfer Houses at*—Vancouver and Kamloops.
Warehouses at many other points.

Northern Electric

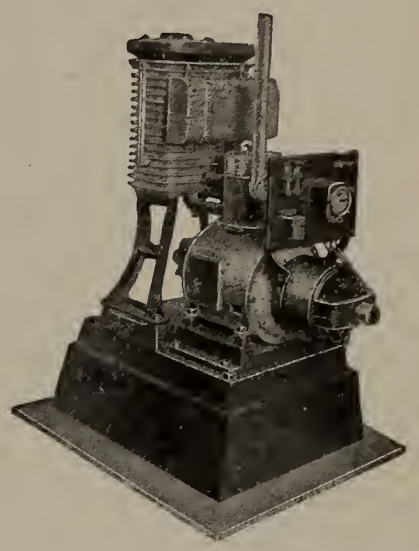
POWER and LIGHT



Belt Connected Plant—operates from any good engine

A Complete Line of Electric Farm Plants and Accessories——

Belt Connected Plants
Direct Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies

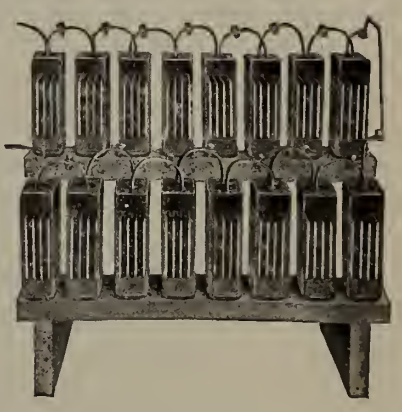


Direct Connected Utility Plant
¾ K.W.—32 Volt.

Automatic Water System showing Tank, Pump and Motor. Capacities: 100 to 1400 gallons per hour

This Line will make you the Electrical Headquarters of your District

With the Plant you can usually sell a Water System while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.



TITAN Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours

Write our Nearest House Now . . . .
Be the Farm Electrifier of your District

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

Interesting Data on Anti-Friction Bearings for Farm Machinery

The tractor bearings division of the Hyatt Roller Bearing Company has taken an unusually active interest in the development of farm machinery along lines of greater efficiency and in order to convey the results of their experience to the engineering fraternity, they have instituted a unique system of disseminating technical information. A loose-leaf hand-book is being distributed into which a series of engineering bulletins may be properly preserved. It is contended that such data issued by piecemeal is more valuable to the trade right now than a complete text book would be at an indefinitely later date.

The first instalment of the series includes four independent bulletins as follows: "Bearings for tractors"; "Bearings for Tillage Implements"; Bearings for Belt-Driven Farm Machines"; and "Tractor Dynamometer Tests." The subjects are treated from a practical, rather than a theoretical standpoint. Intricate mathematical calculations are carefully avoided. The recommendations are based on the conviction that experience in the field is the only safe guide to correct design. The bearing requirements for different positions on the tractor and other machines are carefully analyzed, and specific applications from current practice are illustrated and discussed.

The bulletin on tractor bearings takes a conventional type of tractor and analyzes its bearing requirements from start to finish, giving a series of tables right in the text listing to the bearings suitable for each specific application. Subsequent bulletins will deal with other types of tractors.

The bulletin devoted to implements points out, that with the higher speeds and uninterrupted operation possible with the modern gas tractor, the demands upon the implement are much more severe than formerly. In a condensed form it contains the experience resulting from over five years' continuous use of Hyatt bearings in various farm machines.

The illustrations are taken from what have been found to be the best practice in the field under general soil conditions, due consideration being given to economical manufacturing. The applications of roller bearings to land wheels, furrow wheels, rolling coulters, gauge wheels, disc harrows, soil pulverizers and grain drills are shown.

In the bulletin on belt-driven machines, the advantages of anti-friction bearings is again emphasized. The machines covered include threshers, silo fillers, husker shredders, corn shellers, hay presses, feed grinders, grain drills, wood saws, etc.

The bulletin devoted to dynamometer tests, describes the construction and the use of the Hyatt dynamometer and the methods of computing results from such tests.

Taken as a whole this data will represent a crystallization of the experience of the Hyatt tractor bearing division and is a reliable guide to the practical engineer and farm machinery dealer in the selection of proper bearings.

Each of the hand-books is numbered and registered under the name of the recipient, in order that he may receive future installments as issued.

New European Branch

The International Harvester Company have opened a new branch at Brussels, from which all business in Belgium will be handled. S. Powers, formerly a captain in the A. E. F., will manage this branch of the Harvester organization.

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

There's Big Money Selling

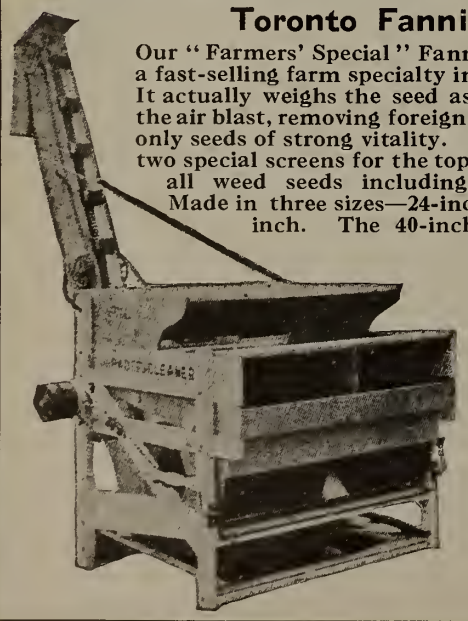
TORONTO EQUIPMENT

ONTARIO WIND ENGINE & PUMP CO. LIMITED

NOW—in the spring and summer months, is the time you can reap a harvest selling Toronto Fanning Mills, Toronto Well Drills and Toronto Well Augers.
Toronto Well Drills are a money-making proposition for the man who sells them, as well as the man who owns them. There is an abundance of talking points about Toronto Well Drills with which to "sell" your customers—their speed, heavy construction, the high-grade materials used and the consequent low cost of upkeep.

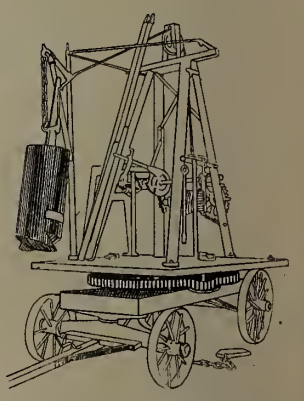
Toronto Fanning Mill

Our "Farmers' Special" Fanning Mill will prove a fast-selling farm specialty in your community. It actually weighs the seed as it passes through the air blast, removing foreign seeds and retaining only seeds of strong vitality. It is equipped with two special screens for the top shoe, for removing all weed seeds including wild buckwheat. Made in three sizes—24-inch, 30-inch, and 40-inch. The 40-inch size is equipped with fast and loose pulley for power and has a special shoe under the bottom screen to deliver all the screenings from under the mill.



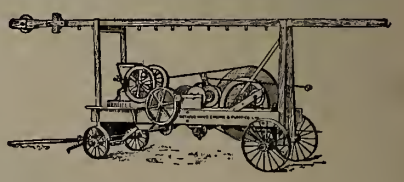
Toronto Mounted Well Auger

This machine is made in two sizes, one capable of boring a hole 24 inches in diameter to a depth of 100 feet, the other designed to bore the same size hole to 100 feet, and then a 16-inch hole for 50 additional feet. It is the strongest and most durable auger manufactured, constructed from specially selected materials and braced to stand the severe work it is called on to do. A heavy truck with 4-inch tires affords staple support. The bucket load is carried on a special 1½-inch square steel track, instead of the usual swinging pole arrangement, thus distributing the weight evenly over the whole platform.



Get Ready NOW for the Selling Season

It will take only a few minutes to write us a letter. It will be a mighty profitable few minutes for you. Act now. We'll give you a prompt and full reply.



Every farmer needs a Fanning Mill. You can readily show him where the "Farmers' Special" Fanning Mill is the *RIGHT ONE* for him.
Ask about other Toronto Farm Equipment. Windmills, pumps, engines, saws, grinders, tanks, water systems, etc.

Ontario Wind Engine & Pump Co. (Western Branch) Ltd.

WINNIPEG, REGINA, CALGARY. Eastern Offices: TORONTO and MONTREAL

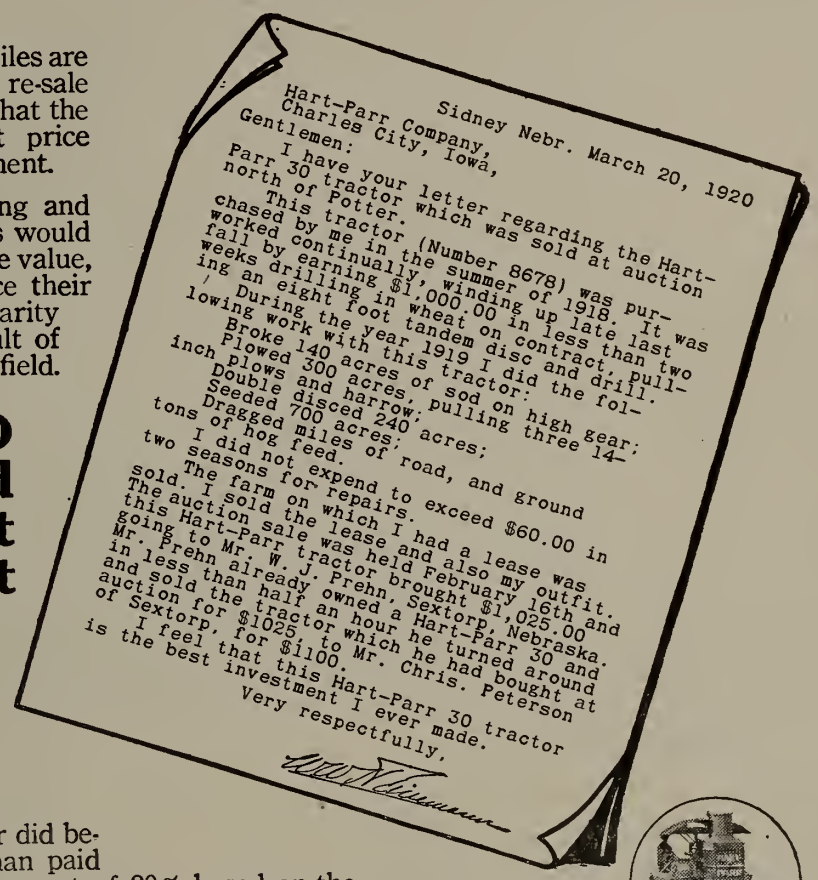
What tractor will have the biggest re-sale value?

The popular makes of automobiles are the ones that have the highest re-sale value. The purchaser knows that the car that will bring the best price second-hand is the best investment.

Tractor men have been waiting and watching to see what tractors would prove to have the highest re-sale value, knowing that it would evidence their popularity, and that this popularity would necessarily be the result of satisfactory performance in the field.

Hart-Parr 30 Two Years Old Auctioned At 20% Discount

Read the accompanying letter about this auction sale. It's mighty good evidence that the Hart-Parr 30 is going to be one of the leaders in re-sale value.



Sidney Nebr. March 20, 1920

Hart-Parr Company,
Charles City, Iowa,

Gentlemen:

I have your letter regarding the Hart-Parr 30 tractor which was sold at auction north of Potter.

This tractor (Number 8678) was purchased by me in the summer of 1918. It was worked continually, winding up late last fall by earning $1,000.00 in less than two weeks drilling in wheat on contract, pulling an eight foot tandem disc and drill.

During the year 1919 I did the following work with this tractor:

Broke 140 acres of sod on high gear;
Plowed 300 acres of sod on high gear; pulling three 14-inch plows and harrow;
Double disced 240 acres;
Seeded 700 acres;
Dragged miles of road, and ground tons of hog feed.

I did not expend to exceed $60.00 in two seasons for repairs.

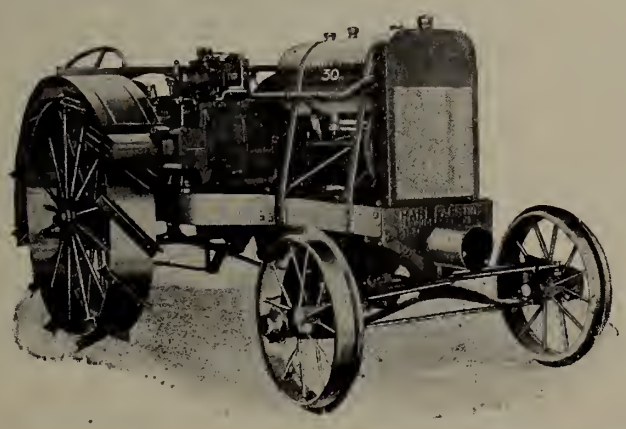
The farm on which I had a lease was sold. I sold the lease and also my outfit. The auction sale was held February 16th and this Hart-Parr tractor brought $1,025.00 going to Mr. W. J. Prehn, Sextorp, Nebraska. Mr. Prehn already owned a Hart-Parr 30 and in less than half an hour he turned around and sold the tractor which he had bought at auction for $1025 to Mr. Chris. Peterson of Sextorp, for $1100.

I feel that this Hart-Parr 30 tractor is the best investment I ever made.

Very respectfully,

Note the work that the tractor did before being re-sold. It more than paid for itself, then re-sold at a discount of 20% based on the factory selling price when new. It means even more when you consider that the depreciation is always greater the first two years.

Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today.



The Hart-Parr 30 has made some wonderful records. Here's one that is surely significant.

Wideawake dealers are seeking the Hart-Parr 30 agency. We are picking dealers for a few choice locations still open. Glad to send particulars and talk matters over with you if you say so.

HART-PARR COMPANY

Founders of the Tractor Industry

339 Lawler St. Charles City, Iowa

ABUNDANT POWER FOR THREE PLOWS. WEIGHS 5158 LBS.

HART-PARR 30

NINETEEN YEARS TRACTOR BUILDING EXPERIENCE

A Woman Tractor Operator

Miss Cora Carter, Crowell, Tex., was a school teacher, but she now owns a 16-30 Oil-Pull tractor and is a full fledged power farmerette. Last season, quitting school for farming, Miss Carter cut 350 acres of wheat, and threshed it—all with her Oil-Pull. She then plowed over 400 acres of wheat land. In writing to the Advance Rumely Thresher Co., Miss Carter says:—"Teaching school is hard work; running a Rumely tractor is not." Mighty logically she continues:

"Any girl can run a Rumely Oil-Pull tractor, if she wishes. There isn't anything hard or difficult about it. I slept part of the time, when the separator was in good condition. And the pretty thing about it is you get such nice wages. It is different from most other professions, in that women are paid just as much as the men."

Miss Cora Carter Standing Beside her Rumely Oil-Pull Tractor

New Twine Factory

The Sterling Twine Co., Ltd., has been incorporated at Walkerton, Ont., with a capital stock of $100,000. The company have purchased a factory, ordered machinery, and expect to have their plant in operation in early summer. Some fifty hands will be employed. Binder twine was made in Walkerton some years ago by the Walkerton Binder Twine Company, Limited, which became defunct. Later the plant was leased by John Connor and his associates, who operated under the name of the Imperial Cordage Company.

Hardwood Association Ordered to Dissolve

The Federal District Court at Memphis, Tenn., recently ordered the dissolution of the American Hardwood Manufacturers' Association on the ground that this organization regulated prices and urged members to keep the prices of hardwood unnecessarily high. It was contended by the prosecution that this system fostered price regulating and that other activities of the association tended to limit production.

Push the Slow Sellers

Dig into the vitals of your business and know what goods are selling rapidly and what are not moving. Then, when you find out this information, use it. Push the sale of the slow sellers until you have cleaned up that dead stock. By keeping your stock low, and seeing that every item moves you are increasing your net return, your cash is tied up in stock for only a short time, and it's better business for you.

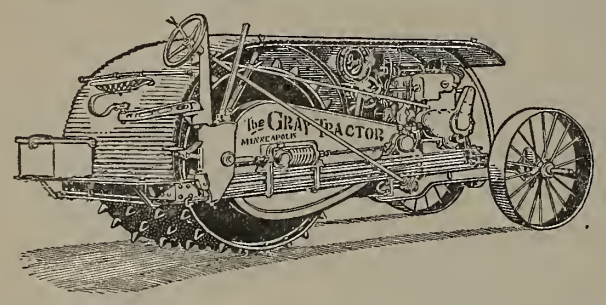
U.-S. Government Developing Twine Supply

To a very great extent, North America has in the past depended for much of its supply of binder twine on henequen from Yucatan. The uncertainty of the supply during the past several years has caused serious anxiety lest there should not be enough binder twine to harvest the increasing crops of grain in this country, and the United States Department of Agriculture has been making diligent efforts to find new sources of supply or new regions where binder twine fibers may be produced.

McCullough in New Post

E. W. McCullough, former secretary of the U. S. Implement and Vehicle Association, has been appointed manager of the industrial production division of the Chamber of Commerce of the United States. The general offices of the Chamber are located at Washington, where Mr. McCullough will reside. He is well adapted for this important position following his years of experience in the farm machinery industry.

Faith works many wonders, but it's a poor substitute for suspenders.



10 Points of Advantage

Afforded by the

WIDE DRIVE DRUM

1. Affords simplicity of construction.
2. Does away with all bevel gears and differential.
3. Distributes weight over large surface.
4. Avoids packing of the soil and injury to seed-bed.
5. Ideal for soft and wet land.
6. Gives double traction surface.
7. Supplies more power to the draw-bar.
8. Produces a never-slip grip.
9. Affords easy steering and turning.
10. Rolls everything flat before plows.

Write for details of territory open to Aggressive Agents.

Gray Tractor Co. of Canada, Ltd.

308 Electric Railway Chambers Winnipeg, Man.

Western Distributors:

NORTON & LIEF CO., LTD. Calgary, Alta.
C. WARING & CO. Moose Jaw, Sask.
THE TRACTOR CO., LTD. Saskatoon, Sask.
THE HUB GARAGE, Yorkton, Sask.

Bale Pulley Swings Freely

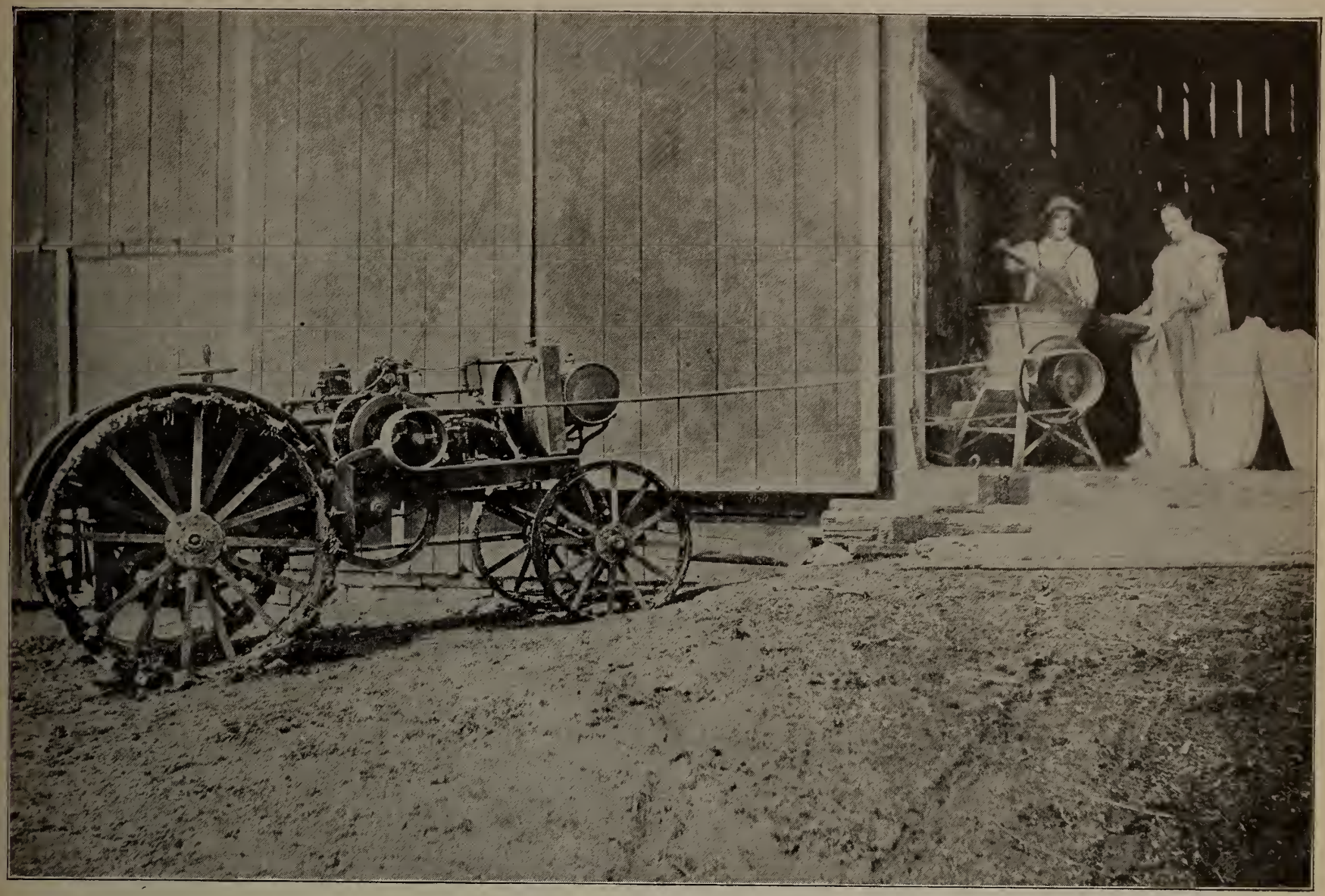
The Bale Pulley of the Maple Leaf Carrier swings freely. The grappling hooks of the carrier engage with the rim of the sheaves, and allow the load to swing freely on the bale pulley axle. This enables the farmer to draw a load over high beams or into the mow when it is nearly full without tipping the carrier or injuring the bale pulley.

This is only one of the numerous points of advantage of the Maple Leaf Line of Hay Carriers. For further information write to

BEATTY BROS. LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
16 Holborn, Viaduct London, England

Hay Cars



Feed-Grinding—and Goodyear Belts

THOSE who plan to use their tractors for feed grinding are one of the largest purchasing groups interested in Goodyear Extra Power belts. Their interest in Goodyear Extra Power is due to the same conditions that brought about such a wide use of this belt by threshermen last year. Like the threshermen, they realize that old-style belts slip too much, stretch too much, have to be run too tight, cause too much trouble, and waste too much time.

Modern high-speed machinery needs modern high-speed belts. Goodyear Extra Power Belts are modern high-speed belts—unstitched. They are supple, and hug small pulleys closely. They do not require hours of breaking in, but run sliplessly from the first minute that they are put to service.

Their friction surface grips the pulley face, even when the belt is run loose. P. B. Cleland, near Midnapore, Alta., reports that he has run his Extra Power so slack that any other belt of which he knows would have slipped, and yet there was no slip.

The threshing outfit of Willard Winch, near Unity, Sask., reports that because Extra Power runs without slipping, even when very loose, it means faster work.

Threshing outfits everywhere have found also that Goodyear Extra Power is permanently waterproof, and stays waterproof without any painting or dressing.

Because of this waterproof quality, Goodyear Extra Power does not shrink when exposed to rain, dew or snow. It does not stretch because of heat or dryness.

You can buy Goodyear Extra Power Belts from the Goodyear Mechanical Goods Service Station Dealers. They buy direct from the factory, so that they can sell you this high-speed, supple, friction-surface belt for just a little more than the price charged for ordinary belts. They have both endless and other belts in stock, and can sell you any length in all standard widths. If you want more information about Goodyear Extra Power, either for feed-grinding and other all-round uses—or for threshing and other heavy duty—ask for the Goodyear Farm Book. All Mechanical Goods Service Stations have it, and you can also get copies direct from Toronto.

The Goodyear Tire & Rubber Co. of Canada, Ltd.
Toronto, Ont.

GOODYEAR
MADE IN CANADA
EXTRA POWER BELTING

U. S. Concerns Raise Prices

Prices were advanced by a number of the large implement manufacturing concerns in the United States during the third week of April. Prices were withdrawn on many lines of tillage tools, drills, wagons, etc. The new figures range from 10 to 20 per cent ahead of former quotations. The cause of the advances is stated to be the high cost of labor, materials and freight. Estimates of advances to come on steel goods vary from 5 to 30 per cent, according to a United States contemporary.

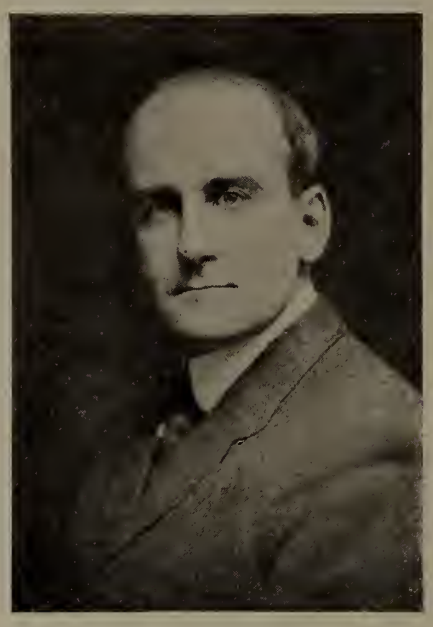
On April 23 notices were sent out by all United States railways sending goods to Canada, that on and after May 1 all consignments to Canada must be prepaid in United States currency. This means an advance of about 10 per cent on all goods imported from the United States to Canada, and will necessarily affect the price of imported implements.

Within the past month Oliver grain drills and disc harrows have advanced 15 to 20 per cent. Deere & Co. are accepting orders on tillage tools at current prices only. An advance of approximately 10 per cent is effective on Deere hay tools, spreaders, wagons and trucks, also hay loaders. The Emerson-Brantingham Implement Co., Rockford, withdrew all tillage tool prices early in April, orders for future shipment being accepted only on a "priceless" basis. Their wagons and buggies advance 10 per cent. The Rock Island Plow Co. has advanced prices on its wagons and drills, and an advance is expected on their plows. The International Harvester Co. has new prices in effect on tractors, stationary engines and cream separators.

According to a statement in the United States trade press, an advance at the factory of $100 is effective on the Titan 10-20; the International 15-30 takes an advance of $150. Cream separators and small engines went up $10 to $15 respectively.

E-B Company Open New Branch

The Emerson-Brantingham Implement Co., Rockford, Ill., announce the opening of their new independent branch house at Auburn, New York. The states,



F. S. JACQUES

Manager of Auburn, N. Y. branch, Emerson-Brantingham Implement Co.

besides new York, include Maine, Vermont, New Hampshire, Connecticut, Massachusetts and Rhode Island. Several transfer points have already been arranged so that a complete and satisfactory service can be maintained. Formerly the E.-B. business in all these states came under the jurisdiction of their Harrisburg, Pennsylvania branch, with a sub-branch at Syracuse. This sub-branch will now be discontinued.

Frank S. Jacques will manage the Auburn branch, and has already assumed his duties. Mr. Jacques has had a long experience in the farm machinery trade in Eastern territory in the United States. He started to work for the D. M. Osborne Company in 1890, and has been with the Osborne line ever since. Under the International Harvester Company he served in every capacity at Auburn, from office boy to branch house manager, besides in the factory and field, and on the road. Since the purchase of the Osborne line by the Emerson-Brantingham Implement Company in 1918, Mr. Jacques has been a division sales manager, with headquarters at the company's general offices at Rockford, Illinois.

Advance-Rumely Shows Increased Business

The financial statement of the Advance-Rumley Thresher Co., La Porte, Ind., for the year ending December 31, 1919, shows a marked improvement. Net profits, after all charges and taxes were deducted amounted to $2,401,907, equivalent to $12.02 a share on the $13,750,000 outstanding common stock. Dividends were paid on the 6 per cent preferred stock which was made cumulative as to dividends after January 1, 1919. There were no dividends paid on either issue in 1918, the net profits, amounting to $1,188,928, being carried as surplus.

R. M. A. Convention

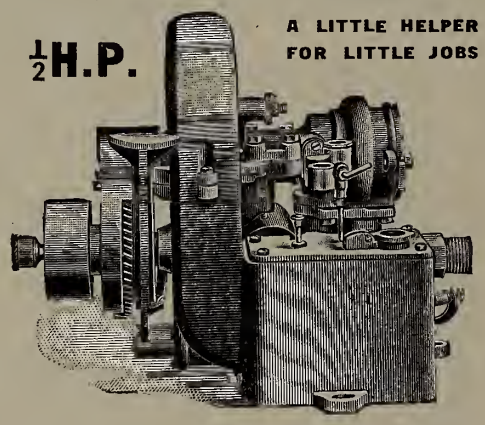
The Saskatchewan branch of the Retail Merchants Association will hold their annual convention at Moose Jaw on Tuesday, Wednesday and Thursday, June 8, 9 and 10. The 1920 convention, it is said, will be the most successful in the history of the association. In order to save the time of delegates it has been decided, this year, to devote the first day or two, according to the necessities of the case, to trade sections, so that each branch of business may discuss their own particular problems. The last day of the convention will be devoted to a general meeting at which questions affecting the common interests of merchants can be discussed.

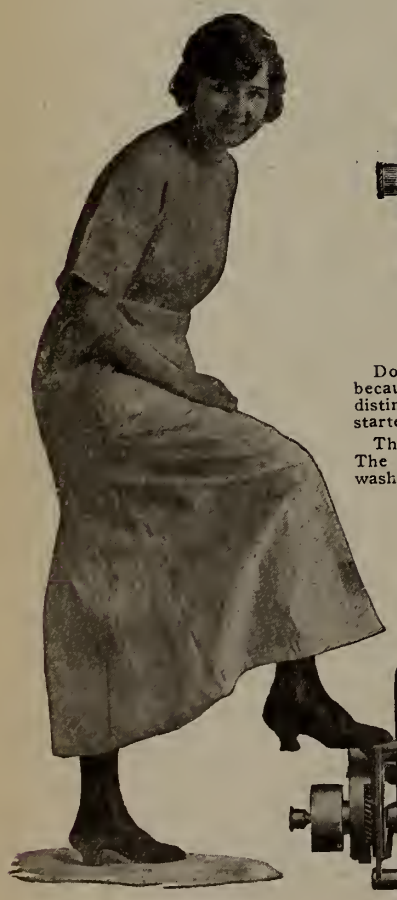
DEALERS — We farm women want an Engine that starts like this. You just STEP ON :: : THE PEDAL : ::

Sell EMERSON "Hafa-Hors" Engines

½H.P.

A LITTLE HELPER FOR LITTLE JOBS

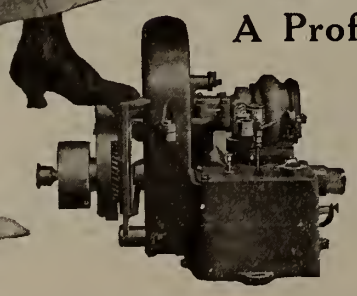




Made in Winnipeg

Don't overlook the sales field for small engines simply because you sell the heavier sizes. There is, to-day, a distinct need, and an imperative demand, for an easily started half-horse-power engine.

The Hafa-Hors is made in Winnipeg for Western needs. The right size and power for running cream separators, washers, churns, pumps, grain graders, grind-stones, water supply systems, etc. Every farm woman who sees the Hafa-Hors wants one. She knows how it will save drudgery, and she knows that she or the girls can start it instantly by just stepping on the pedal. It is the ideal engine for home or barn use. Costs less than 3 cents an hour to operate. Weighs only 62 lbs. Always ready to run. Perfect speed control. Pulleys can be changed in 10 seconds. And the price is right.



A Profit-Maker for the Dealer

Get a Hafa-Hors on your floor and see the big demand that will follow. Our large factory can supply your needs. Here's your opportunity.

Get the Agency
Write to the . .

Emerson Manufacturing Company, Ltd.

1425 Whyte Avenue Winnipeg, Man.

Mr. Dealer:

Are you aware that the Farmers are beginning to know that the Manitoba Line of Pump Jacks

LAST LONGER, ARE CHEAPER,

and fill their wants better than other Jacks?

We have a PUMP JACK FOR EVERY PURPOSE.

You should have one on your floor.

CompressionGreaseCups furnished throughout. All shafts run in liberal bearings with grease cavities to avoid bearings cutting out.

Manitoba Engines
Limited

Brandon. Man.

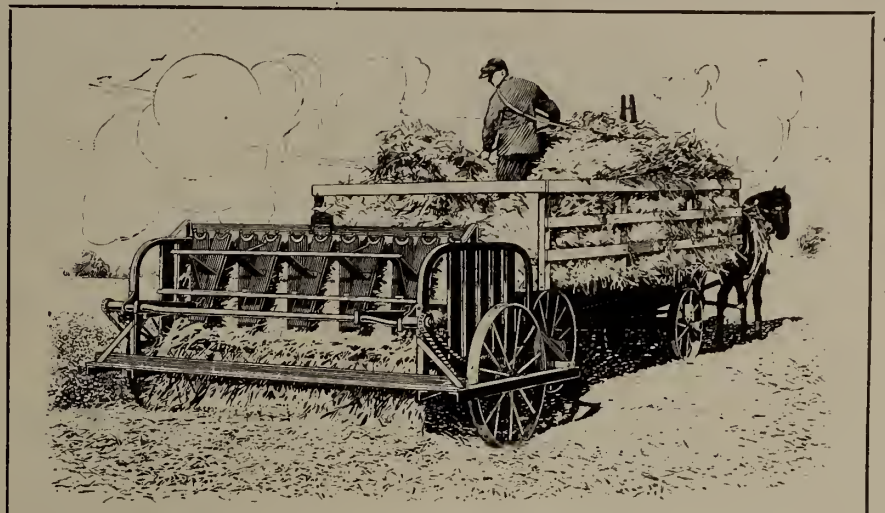
"EAGLE" STRAW SPREADERS—Your Sales Opportunity

They Mean Bigger Yields for the Farmer and Better Business for You

Eagle Straw Spreaders, made by the Eagle Mfg. Company, Morton, Ill., are the most efficient straw spreaders manufactured.

Farmers cannot go on indefinitely taking plant food from the soil without replacing soil fertility. The straw must be returned to the soil. It acts as a fertilizer, a soil binder, and makes a mulch that conserves all available moisture. Straw spreading protects against soil drifting and drought.

Prevents Soil Blowing, Conserves Moisture and Enriches the Soil



Straw spreading increases the farmer's income from $10 to $25 an acre. Straw has a fertilizing value of $4 to $6 a ton. All agricultural experts endorse the idea of straw spreading. Ask for our catalog containing the opinions of the highest agricultural authorities, agricultural colleges and experimental stations. Their statements make strong sales arguments for the "Eagle." Write to-day for a copy.

The Maker of Big Wheat Crops. Spreads from 15 to 20 Acres a Day

Strongly Built—Never Clogs—Hitches to any Wagon or Hay Rack

An adapted manure spreader will not spread straw properly. The Eagle is a REAL straw spreader. As the straw is thrown into the hopper surplus straw is automatically kicked back into the wagon. Bunches of wet, tangled or rotted straw are thoroughly broken up. This spreader cannot be overloaded or choked. Any desired quantity of straw is spread in an even swath 8 ft. wide.

The straw, in any condition, is torn loose and shredded, and delivered CLOSE TO THE GROUND. It cannot be blown away in the highest wind. The Eagle frame is of rigid steel, strongly braced. Steel wheels with dust-proof caps. Sprocket driven. Geared from, and runs on, its own wheels. No side draft; no wasted power. Get our Catalog and Dealer Proposition.

MR. DEALER; This Add is placed here for your special benefit. The man who succeeds is the man who can see the value in new utilities. There is but one Eagle Straw Spreader. There will be but one agent in a territory. Will you be that one?

Sole Canadian Distributor:

HENRY RUSTAD

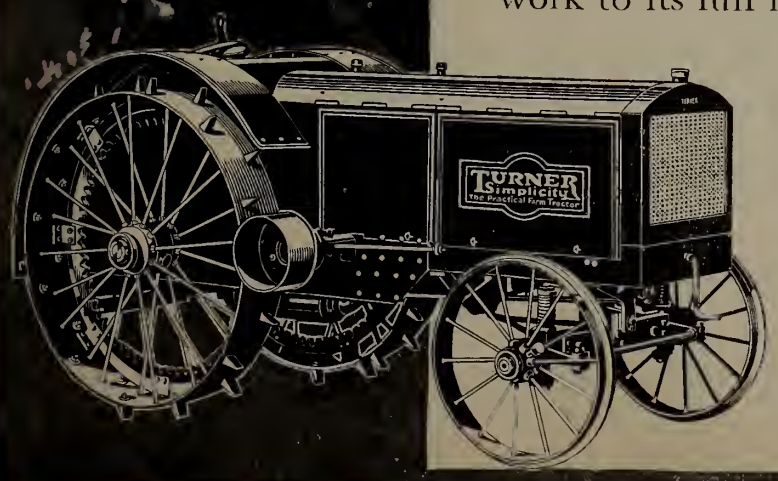
416 Corydon Ave. WINNIPEG, Man.

We also Handle the Famous Kramer Rotary Harrow—Attachable to any Make of Plow

TURNER Simplicity

There's No Guesswork When You Sell a Turner

When you sell a Turner Simplicity you don't have to "guess" what it will do. The Turner has been tried out and has given satisfaction on all kinds of farm work. Every Turner that you sell will work to its full rated capacity under all farm conditions.



The Turner is so simple and fool-proof that any farmer boy can operate it and take care of it. It is a practical tractor that is large and powerful enough to do all the work about the farm, and economical enough to run on light work as well.

These are the features that are assisting dealers who sell Turner Simplicity to build up a growing and profitable tractor business—standard design, simple control, three point suspension, Hyatt Roller Bearings, enclosed parts, short turning radius, low center of gravity, light weight, and great strength.

If we have no dealer in your territory it will pay you to write or wire at once for full particulars of the Turner Line.

Turner Tractor Sales Co. Winnipeg, Man. **Power Farm Machinery Co.** Edmonton, Alta.

Turner Mfg. Co., 215 Lake St., Port Washington, Wis., U. S. A.

Builders of Turner Tractors and Simplicity Farm Engines

W. H. Frost Dead

W. H. Frost, president of the Smith's Falls Malleable Castings Co. Ltd., Smith's Falls, Ont., died recently. He was in his 73rd year, and was the oldest malleable castings manufacturer in Ontario. He started the business in 1878 in a small way, developing it into one of the largest industries of its kind in the province. Two brothers, deceased, were heads of the Frost & Wood Co.

The Plant and Offices of the Twin City Separator Co., Winnipeg, Fanning Mills Manufacturers

Grain Cleaner Concern Have Added to Plant

The Twin City Separator Co., Winnipeg, manufacturers of the well known line of "Bull Dog" fanning mills, have greatly increased their up-to-date factory on Quelch St., Winnipeg. A photograph of their plant on this page gives some idea of the magnitude of this industry, which is now, it is stated, the largest fanning mill concern in the Dominion, with a steadily increasing production.

The entire plant comprises approximately 120,000 square feet of floor space, and the machine equipment is of the very latest pattern. The offices of the company are located at the corner of the building, while on the left lies the extensive machine shop which is equipped with the latest types of lathes, milling machines, capstan lathes, multiple drills, shapers, etc. To the right, in the upper story, is one of the assembly floors, and below the shipping warehouse and loading platform. Such has been the growth of this company that already the whole of their additional space is fully occupied.

Manager P. J. Grout reports that during 1920 the Twin City Separator Co. anticipate a larger demand for their lines than ever, and they have made arrangements to meet the demands of dealers and farmers throughout the Canadian West. The company will open a branch warehouse in Toronto in the future, from which to distribute their fanning mills to the Ontario trade. They manufacture eleven different types of grain cleaning machinery, including fanning mills, wild oat separator and smut cleaners, etc.

Imperial Oil Building

The Imperial Oil Co. intends to spend $100,000 on buildings in Saskatoon. Suitable property has been secured on the corner of 20th Street and Third Avenue. A two-storey brick building will be erected with service and supply stations on the ground floor, and offices on the second floor.

Tractor Farming in France is Risky

Reports from the Cambrai area in France show that two explosions took place in that district, in which 12 persons were killed and two injured. The explosions were caused by tractors coming in contact with unexploded shells as the fields were being plowed.

Tractioneers' Automatic Dynamometer Tractor Hitch

Every Tractor Owner is a Prospect

Just what the tractor farmer requires. Gives perfect protection to both tractor and implement in the stoniest ground, or amid stumps, roots, etc. No more broken plow points or beams. No jerking pulls or shocks to shorten the life of the tractor. Strong coil spring and working parts operate in a tube filled with hard grease. Complete protection from dust.

Also a perfect Dynamometer, showing exact drawbar pull. All parts strong steel castings. Adjustable to any tension. Retails at $25.00. Attractive discount to dealers.

STINSON 18-36 H.P.

Talk about Simplicity, Durability and Accessibility!

3——1

Look over the Stinson. You will find it there. We have still some territory open for live Dealers. Write us for particulars.

Tractioneers LIMITED.

Phone: Main 6242

445 Main St. Winnipeg, Man.

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL

Pumps more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited

Saskatoon WINNIPEG Calgary

The Wagon Loaded

A Line the Dealer can Sell every Season in the Year

LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS

"Stronger and Lighter"

Our seats fit any wagon or sleigh box made. Take up no box space. Low set. Give protection from wind and full control over team. Light, strong, easy riding. Specially tempered coil springs carry 600 lbs. with ease. Order your wagons less seats and supply the Lloyds. Ask for attractive discount to the trade.

Going Home

WAWANESA WAGON SEAT COMPANY

WAWANESA, MANITOBA

You can make your shop—Tractor Lubrication Headquarters

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

TRACTORS sold, but not used, cause trouble—cast reflections on the machine's ability.

Farmers who have been advised on lubrication rarely have tractor trouble, and their fuel and repair bills are kept at a minimum.

Correct lubrication of tractors is therefore essential to satisfy the customers. Only through sufficient lubrication with the right grade of oil can lowest operating costs be had.

Imperial Polarine Tractor Oils *assure that satisfactory lubrication.* In recommending and selling these oils you assure owner satisfaction as well as repeat business.

The Imperial Chart of Recommendations shows which of the grades of Imperial Tractor Lubricants—Imperial Polarine Kerosene Tractor Oil, Imperial Polarine Kerosene Tractor Oil Extra Heavy, or Imperial Polarine Heavy, is recommended for any machine.

Stock these high grade tractor oils. Sell by the Imperial Chart of Recommendations and *you can make your shop Tractor Lubrication Headquarters.*

BARRELS—HALF-BARRELS
FOUR-GALLON LITHOGRAPHED SEALED CANS

IMPERIAL OIL LIMITED

Power ~ Heat ~ Light ~ Lubrication
Branches in all Cities

Canadian Thresher Concern Reports Satisfactory Business

The financial report of the Sawyer-Massey Company, Hamilton, Ont., recently issued, shows that the company has made very satisfactory progress during the past year, under the management of H. Wilber Hutchinson, vice-president and treasurer of the organization. According to a press report from Hamilton, it is stated that in the past year the liabilities of the company to other than shareholders, were reduced by more than $200,000.

For 1919, according to the above report, the profit of the company amounted to $144,445. From this there is to be deducted administrative expense and bond interest, leaving the net profit $63,573.

The current assets are given at $2,652,940, the fixed assets at $1,388,106, and the total assets at $5,309,585.

The sales in Western Canada, which is the most important market for the product of the corporation, were less in 1919 than in 1918. This was due largely to crop failure in southern Saskatchewan and southern Alberta, where cancellations are said to have been in the neighborhood of $300,000. In Ontario sales were largely augmented owing chiefly to an increased demand for road-making machinery. A remarkable feature in the business of the Sawyer-Massey Company is their increase in sales in the United States, a market which has been developed by the company in the past year.

Committee at Ottawa Demands Implement Standardization

A bill regarding the standardization of implements manufactured in Canada came before the agricultural and colonization committee at Ottawa on April 23rd. Some of the members of the committee, according to an Ottawa despatch, were in favor of drastic action against the implement manufacturers if they failed to meet the government's wishes. This movement has been under way for some time, but so far little progress has been made.

According to the report of the recent analysis of the situation, one member from the west declared that he will urge giving the manufacturers one year to fall in with the committee's wishes, and if the desired result is not attained, he would remove such machines or implements from the protected list.

Other members, however, including the chairman of the committee (R. C. Henders, Macdonald), favor giving the manufacturers every possible chance. It is taken for granted, says the despatch, that either the Canadian manufacturers will agree to the standardization of minor parts and afford some measure of relief before the 1920 crop is harvested, or that the committee will recommend legislation to compel them to adopt such a course.

Ford Capitalization

Notice of the proposed reorganization of the Ford Motor Company and other interests of its stockholders was filed last week at Lansing, Mich. The notice intimates that the Ford car and tractor business will be consolidated and reincorporated as a $100,000,000 Delaware corporation.

The corporate powers of the new company authorize it to make aircraft, internal combustion locomotives, automobiles, trucks and tractors. It is understood that the capital stock will be held by Henry Ford, Mrs. Ford and their son, Edsel B. Ford.

You don't have to get up on a high horse to enter the tractor business.

Paint as a Line for the Implement Dealer

The value of paint in protecting farm implements cannot be overestimated. Good paint is a foe to rust, and an incentive to the better care of farm operating equipments, states Implement and Tractor Trade Journal.

A number of paint companies specialize in agricultural machinery paint. They have not been active in telling the dealers about it and therefore thousands of gallons of paint are not going where they should. The majority of farm operating equipment is wearing a nice coat of brown rust instead of a bright coat of protective paint. Everybody is the loser in such a condition.

Farm operating equipment dealers have been leaders in introducing practical modern improvements, and we believe they will take an active part in putting paint where it belongs on their customers' tools and equipment.

A good line of paint can be carried in stock without taking up much room and it will add a profit to the business if handled rightly.

When your customer complains about increased prices on farm equipment he knows that he is making a real investment. Sell him on the idea of good paint insurance and have him pack home a can of paint with the barrel of lubricating oil.

Remember, it's just as serious to wear out the outside of a machine as the inside. Good lubricants on the inside and good paint on the outside are a combination that means better working and longer lasting farm equipment. Your farmer customer cannot paint up his equipment without looking it over pretty carefully and nine times out of ten he will find some parts that need repairs. Selling him paint is good service strategy that will help relieve you of a lot of heavy burdens in busy seasons. After the farmer gets the habit he will be ashamed to operate a scrubby-looking outfit.

Fibre Organization Formed

Banks which held 1,000,000 bales of sisal fibre as security for loans advanced the Comision Reguladora — the sisal monopoly —have organized the Eric Corp., to engage in the fiber trade. The financial institutions interested are the Equitable Trust Co., New York.; Royal Bank of Canada, New York agency; and the Interstate Banking & Trust Co., New Orleans.

Canada Has Large Tire Production

The automobile tire industry has become one of Canada's most progressive and important enterprises. To-day there are nine large tire factories in Ontario, employing thousands of men in the manufacture of automobile tires, with two other factories in the course of construction. Each working day these are turning out some 9,000 completed automobile tires. In 1920 Canada's 53 tire factories combined will produce about 2,000,000 automobile tires. This will be an increase of about 40 per cent over the previous year.

According to the latest available figures there are approximately 2,000 automobile dealers and distributors in the Dominion, 2,264 garages and service stations, and 500 accessory jobbers.

BEAVER KEROSENE TRACTOR

Its Supremacy in Construction and Performance
Builds Sales for the "BEAVER" Dealer
Two Sizes: 12-24 H.P. and 15-30 H.P.

Beaver Tractors pay the dealer the greatest dividend in return for sales energy. Profits are assets only while they are retained. Sell the Beaver and your commission is not swallowed by service costs. Develop great surplus power on kerosene. Seven-speed friction transmission eliminates gear troubles. A range of speed for every job—belt or haulage. Economical, efficient, durable. Every "Beaver" sold creates goodwill and satisfaction—and our liberal commission makes the agency a real asset for you. Write for particulars—NOW.

We also Handle Plows and Threshers

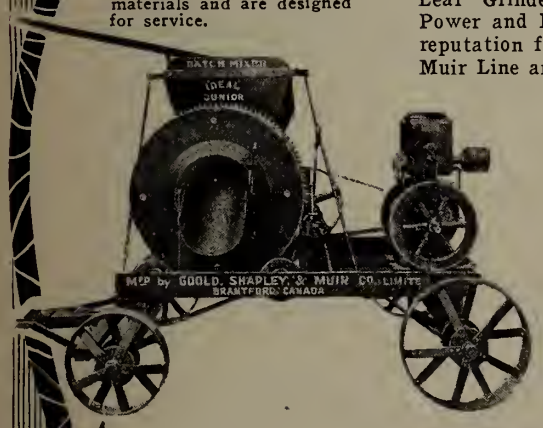
BRANTFORD STEEL SAW FRAMES
completely equipped, are made from the very best materials and are designed for service.

"IDEAL" DOUBLE-GEARED PUMPING WINDMILLS
are acknowledged and recommended by all who own them as being complete in mechanical detail and build, and great labor savers.

THE "MAPLE-LEAF" GRAIN GRINDER
is a necessity on every well equipped farm and in every feed merchant's place. There's a line of "Maple Leaf" grinders to suit all requirements.

Canadian Made for Canadian Trade

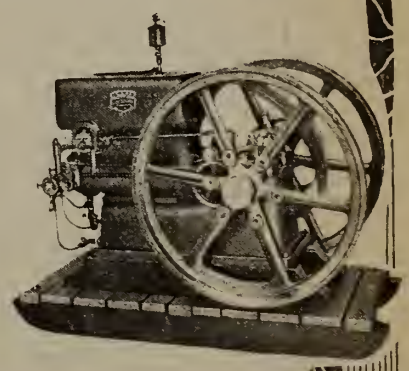
Beaver Kerosene Tractors, "Ideal" Double Geared Windmills, "Maple Leaf" Grinders, "Ideal" Kerosene Engines, Concrete Mixers, Steel Saw Frames, Power and Hand Pumps, and Pumping Equipment, Steel Tanks, etc. Our reputation for quality goods and prompt service makes the Goold, Shapley & Muir Line an agency that will add prestige and profits to your business.



"Ideal" Junior Concrete Mixers
are designed to meet the requirements of smaller jobs. They are strongly built and will stand up and last against the wear and tear a mixer is subjected to.

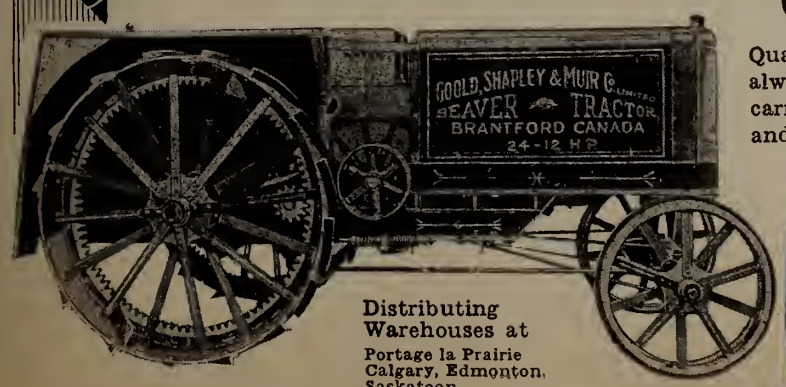
"Ideal" Kerosene Engines
Stationary or Portable
Sizes from 1½ H.P. to 50 H.P.

Develop as much power on a gallon of kerosene as any engine, of equal rating, operating on gasoline. Throttle governed; high tension magneto ignition. Easy starting; reliable, adaptable. For over 20 years "Ideal" Engines have proven their supremacy as Canada's leading engine line.

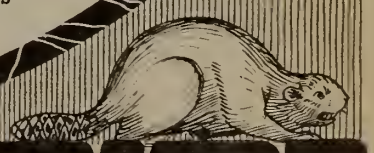


Our Agency Offer will Interest You

Quality lines saleable the year around. "G.S.M." Dealers are always busy. Full stocks of machines and repairs carried at our Western branches. Ask for catalogs and our Attractive Proposition.



Distributing Warehouses at
Portage la Prairie
Calgary, Edmonton,
Saskatoon



Goold Shapley & Muir Co. Limited.
Factory Brantford, Western Head Office-Regina.

Implement Shortage Evident

It is evident that regardless of all efforts at the factories, there exists a great shortage in many lines of farm implements. Reports from the United States indicate a shortage of 20 per cent in some lines. This has been experienced in regard to tillage tools—and the same may follow in the case of harvesting machinery and tractors. The shortage in production is largely due to the material and labor situation.

The dealer can best protect the interests of his customers by carefully going over his stock of harvesting machinery and tractors and by finding, at the earliest possible date, what his demand will be. Dealers in cases may complain that this spring they have lost money by being unable to fill customers' orders The exceptionally late spring caused a hanging off in ordering goods that makes conditions worse when the supply situation is taken into account. The waiting policy this year—especially in regard to harvesting machinery and tractors—may be a most unprofitable one for the Western Canadian dealer. As time passes there may be no chance to make up orders by a last-minute demand. The plain facts of the case are that the goods will not be there to get, unless they are ordered well in advance of the season.

When Newspapers Won't be Necessary

The possibilities of wireless telephony was recently described to Canadian Farm Implements in a very interesting manner by Prof. Dorsey, of the Manitoba University. This electrical expert shows how it is possible to have a central wireless station from which messages could be transmitted all over Western Canada. A daily news system could be sent direct to the farmers' home, where he listens to it by the installation of a wireless telephone receiver. The farmer and his family can also listen to concerts, musical selections and addresses, given possibly two hundred miles away, as clearly as though they sat in the hall. Weather and crop reports, market prices, "all the latest" news would fly through space direct to the individual farmer's receiver. He wouldn't need a daily newspaper.

But—there is always a but—the cost of installing such wireless telephone systems would require big capital; the receiving instrument for the farmer's home, for example, would cost about a hundred dollars. There seems great possibilities along this line for commercial reports to small towns, but we believe that it will be some considerable time before a country-wide news service could be given economically by such a system of wireless telephones. Anyhow, it would never have the news attraction of an M.O. catalog for some farmers.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
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812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MAY, 1920

Financing Tractor Business

The attitude of the banker towards the tractor dealer is a feature of considerable importance in the trade. Character is the chief requisite in establishing credit with a bank. The dealer with an established reputation for business judgment shall have little difficulty in financing his business. But the average bank pays close attention to the essential qualifications of a dealer when the matter of credit comes up. Years of successful business experience in manufacturing and marketing tractors, together with the confidence of the buying public in the performance of that tractor, has a powerful influence in the mind of every banker in extending credit to a tractor dealer. If that dealer has selected a tried and true tractor, manufactured by a company of proven financial and business stability, all other things being equal, he should be a good loan risk for any bank. Banks have confidence in manufacturing concerns whose years of experience have made them wise. The product which they manufacture is not liable to go bad and cause loss to the dealer and incidentally to the bank.

Tractor Accessory Sales

The time is now here when the dealer who sells tractors loses a good opportunity of making money if he does not also handle tractor accessories. From carburetors and magnetos, to spark plugs, ignition cable, oils and greases, there is a wide range of lines that can be profitably stocked by the dealer.

Take the spark plugs alone. When the farmer wants new plugs for his tractor, it is only reasonable to expect that he will go to the man from whom he bought the tractor. And as well as carrying plugs suited for tractors, the dealer can stock sizes for automobiles. There are, however, types and makes of plugs which are specially adapted for tractor use, and in these the dealer should assuredly specialize. To give some idea of the spark plug demand that exists, it might be mentioned that the wholesale concerns distributing this line, in Winnipeg alone, during last season sold around four hundred thousand plugs. There is no good reason why the farm equipment dealer cannot get his share of this trade. He can easily build a demand.

The Returned Man

We cannot evade the fact that a great many men from the farms of Canada, on their return from the war have become unsettled and do not wish to return to farm life. In the United States the government reports that over 60 per cent of the four million returned men are unwilling to return to their old jobs. This is especially noticeable in connection with men from the farm, and the city seems to have attracted the farm boy. Labor-saving machines must take the place of the boys who don't come back. The real basis for the tractor is the shortage of labor and need for increased production, due to world food shortage. Each dealer must solve this labor problem for the needs of his community. The farmer has not the time or experience to decide.

The Investment Counts

The real, progressive implement dealer is the man who displays his machinery in a nice building, who has an accurate cost accounting system, who advertises regularly, keeps a live prospect list, and maintains a good sales and service department.

Such a man sizes up his local demand and buys in lots that allow him to get most out of the business. He is after all the trade there is; he has an investment and knows that he must sell in a big way to meet it.

This type of dealer has infinitely less trouble in financing his business than the man who is content to do business in any old warehouse, with few sample machines and no investment in his business.

Do You Know Your Business?

At times an implement dealer is found who thinks it is a burden to keep records that will enable him to know, and not guess, about his business.

On the other hand you will find implement men doing a much larger business, with possibly as little help, who can readily answer almost any question you may ask, cost of doing business, or he can tell the number of customers who bought goods any one day during the year and the average amount bought, showing that he is running the business and that the business is not running him.

It is a good policy to definitely know just where you are making money, and on what lines; or at least to know why you are not ahead at the end of a year after doing a large volume of business at the expense of consistent effort.

Personal

George Schwan is a harness dealer at Kronau.

Forbes and Turpin are auto dealers at Makinak.

The Grant Motor Co. has commenced at Balcarres.

M. J. Rogers is a new implement dealer at Orion.

J. O. Richard is a new automobile dealer at Gadsby.

Frank Sumner is owner of an implement stand at Duff.

Meikle and Rex are new automobile dealers at Sturgis.

L. I. Stuart is opening a harness business at Hanna.

Overland Motors have been incorporated at Moose Jaw.

W. H. Smyth is a new automobile dealer at Oak Bank.

McKee and Swanson report business good at Rowley.

McFarlane and Hanes are automobile agents at Tisdale.

H. C. Harrison is the name of a new dealer at Sintaluta.

L. W. Snodgrass is now handling car agencies at Lintlaw.

Jesse Gibb is operating an implement business at Raymond.

A. S. Barrie is now operating a harness business at Halkirk.

The B. and B. Machine Works have opened up at La Fleche.

Cliffe and Donley are carrying on an auto business at Minto.

John Schneider is an automobile man now operating at Kronau.

E. Baldwin has commenced an implement warehouse at Zelma.

M. Parno is operating an implement warehouse at Hubbard.

Wright and Kuligycki are operating an auto business at Arran.

G. W. Greig has sold out his business at La Fleche to F. A. Neil.

Hally and Wallis are owners of an automobile business at Kamsask.

J. M. Oke and Son have opened an automobile business at Boissevain.

Wilkinson and Lindsay are new automobile dealers at Ridgeville.

Alfred Bunnin is the owner of an automobile business at Lougheed.

Harry Willson has commenced an automobile business at Canwood.

J. H. Hunter has discontinued his implement business at Drumheller.

Denker and Bley have dissolved partnership in an auto concern at Duval.

Wall and Herbert are new automobile dealers at Plum Coulee.

Reusch and Melenchuk are handling farm machinery at Sturgis.

Irving and McKillop Motors have opened for business in Calgary.

The Kirkaldie Garage was recently incorporated at Swift Current.

J. Arnett, auto dealer at Alameda, has sold out to James Simpson.

A. B. Cowan is handling lighting plants and accessories at Hamiota.

M. Koukol is the name of the owner of a new harness business at Stenen.

H. J. Wyatt is the latest addition to the implement fraternity at Decker.

A. W. Jones has commenced business in a new harness shop at Ashern.

A. Muir, an automobile dealer at Ladner, is succeeded by Muir and Horne.

Code Bros., implement dealers at Chauvin, have dissolved partnership.

R. Foane has opened a new garage and accessory business at Sunnybrook.

Thomas Valentine has opened an automobile business at Sunningdale.

H. J. Smith has sold out the Service Garage at Kamloops to E. C. Parsons.

Barber and Fraser are a new firm of automobile dealers in Summerberry.

J. J. Hyde is now operating a tractor and farm implement business at Brock.

The Sanders Auto Top Company has opened for business at Victoria, B. C.

The G. and B. Motor Co. is a new automobile and tractor concern at Nanton.

Diebolt and Sons, dealers at Vancouver, have sold out to Joseph J. Schmit.

S. A. Green has commenced operations in an automobile business at Glenella.

P. J. Barlew, an implement dealer at Cardinal, has sold out to O. G. Raivet.

J. E. Hutchinson has opened an automobile agency concern in the town of Galahad.

Walters and Gehring, dealers at Melville, are succeeded by Walters and Son.

Peter Grabinsky is reported to be busy in his implement business at Yellow Grass.

James Park has commenced an implement and automobile business at McAuley.

W. J. Oliver, harness dealer at Bow Island, is reported to be moving to Vernon.

Bray and McCuaig are now operating a tractor business at Portage la Prairie.

M. Clements, auto dealer at Cartwright, has admitted one Boyd as a partner.

J. P. Coleman is now carrying on an automobile and accessory business in Morris.

The Empress Garage is a recent addition to the implement trade at Edmonton.

The Francis Motor and Machine Co., Francis, has been sold to W. G. Robinson.

The capital stock of the Melville Motor Co., Melville, has been increased to $50,000.

Fedorsky and Maza, harness dealers at Esterhazy, have sold out to Carl Novisky.

Wanlin Bros. are owners of a farm machinery concern recently started at Oak Lake.

S. Helfrick is finding a good demand for his implements in the town of Francis.

Ross and Suchy have formed a partnership in an automobile business at Kelliher.

N. N. Brisbane has succeeded W. W. Burd in an implement business at Horizon.

Reynolds and Slump are tractor and automobile dealers now in business at Clive.

It is stated that L. Rathegber has sold out his farm machinery business at Goodeve.

A change is reported in the management of the Central Garage, at Morinville.

J. W. Adams, an implement dealer at Margaret has sold out to George McDiarmid.

Lawrence Snodgrass is handling farm machinery in a new warehouse at Lintlaw.

The Amulet garage, located in the village of Amulet, has been sold out to W. Milligan.

Western Auto Accessories, Ltd., Vancouver, report a heavy demand for their lines.

Ellison and Leandor, auto dealers at Young, are succeeded by Ellison and Steinberg.

E. Baldwin is the name that graces the sign on a new implement warehouse at Zelma.

Jones Gower, a dealer at Bangor, has sold out his interests at that point in the West.

John Rhodes, an implement dealer at Dryden, has sold out in that town to E. A. Close.

T. A. Mulligan has the Massey-Harris agency at Onoway, and is looking for a good season.

Titus and Brennan have sold out their automobile business at Newdale to R. H. Graham.

Walter L. Hubbs has commenced business in a farm machinery warehouse at Cupar.

McPherson and Grant are the latest addition to the farm machinery fraternity at Rokeby.

Wood and Zelmer are now carrying on an automobile and tractor repair shop at Castor.

Hammerlindl and Munro are commencing an implement business in the town of Mantario.

W. Carruthers is proprietor of a recently started automobile and tractor repair shop at Strome.

De Walt and Hannah succeed De Walt and McGrew in an implement business at Meyronne.

McDonald and Perry, Vancouver, has opened a shop as automobile electrical specialists.

Myers and Lipsett have discontinued business in their automobile warehouse at La Fleche.

The Saskatchewan Hardware and Harness Co., Gilroy, have opened a branch store at Denaine.

It is reported that J. A. Gillespie has sold out his farm machinery business at Rosetown.

M. F. Rauckman, an implement and hardware dealer at Viscount, has sold out to Hill and Wagner.

The Alberta Foundry and Machine Co. has been incorporated to build tractors at Medicine Hat.

Watson and Fisher are partners in an up-to-date implement business recently opened at Colinton.

Jesse Gibbs reports a satisfactory demand for his lines in his new implement store at Raymond.

Lees & Alford, automobile dealers and repair men at Oakville are reported to have sold out.

Fitch and McKay, implement dealers at Nokomis, have taken a Mr. Howes as a partner in the firm.

M. J. Rogers has been appointed agent for the Massey-Harris Company in Orion and district.

It is reported that James McKibbon has closed his farm machinery warehouse at Wawanesa.

Jacob Richter has bought out the implement business at Prellate, formerly carried on by C. C. Helm.

W. O'Neil, formerly of Winnipeg, has established a garage and implement business at Cypress River.

J Arnason has taken over the implement business at Churchbridge formerly owned by A. O. Olson.

N. O. Brown recently suffered fire loss in his automobile accessory business at Grande Prairie.

W. J. Burke and R. D. Cunningham have registered partnership in an implement business at Durban.

J. W. Adams has sold out his implement business at Margaret to a dealer named George McDiarmid.

R. T. Whitely, implement dealer and blacksmith at Maryfield, has sold out his blacksmith business.

Harrison, Craig and Houston, automobile dealers at Baldur, have sold out to Jefferson and Costello.

T. Hulme has taken over the implement business at Tantallon, formerly carried on by Charles A. Mitchell.

John Geddes has enlarged his implement business at Grenfell by the addition of a general line of hardware.

W. A. McKenzie has opened a farm implement business at Tate, in which centre he hopes to do a good business.

Two new implement dealers are now doing business at Belle Plaine. These are R. Kinnon and Edward Taylor.

We regret to note that the Canadian Specialty Co., Moose Jaw, suffered considerable loss by fire recently.

E. J. Smallacombe is owner of a new implement business at Denzil. We wish him success in his new location.

A change is reported in the management of the Imperial Motor and Machine Co., located at Imperial, Sask.

The Prince Albert Motor Sales Co., Prince Albert, has been incorporated in that city with a capital of $30,000.

Greig Bros,, implement dealers at Reston, have sold out their business in that town to a new firm, Hill and Greig.

Quaine and Quaine, implement dealers at Brownlea, have added a line of automobiles to their business in that town.

The implement firm in Moose Jaw, for several years controlled by Hugh Rorison, is now operated by Rorison and Nason.

C. W. Lochard, formerly assistant manager for the I. H. C. at Lethbridge, is now assistant manager at Edmonton.

W. N. Robinson, manager of Robinson-Almo Limited, has just returned from a trip to Calgary, Edmonton and other points.

Snell and McGhie, Kelwood, have bought out the implement business in that town, formerly owned by Robert Alexander.

W. McMaken, formerly a blockman on Lethbridge territory for the I. H. C. is now assistant manager of the Calgary branch.

R. Kinnon is the name of a new implement man at Belle Plaine. In the same town Ed. Taylor has opened an implement warehouse.

G. H. Carther has commenced an implement business in Carman. In the same town F. S. McCoy is operating a battery repair station.

The Dominion Garage has opened for business at Kamsask, where they are handling several well-known types of automobiles.

The Battery Service Co., has opened in Moose Jaw. In the same city the Moose Jaw Machine Works is reported to have sold out.

O. D. Johnson and I. S. Lush have dissolved partnership in their automobile business at Imperial. Mr. Johnson will continue.

Hugh McKibbin, one of the implement agents at Cherhill, recently sold a carload of farm machinery, receiving all cash in payment.

The Cleveland Tractor Co. of Canada has been registered under the Companies' Act in Saskatchewan. Capital is given as $200,000.

S. J. Fallon has bought out an automobile business at Foxwarren, where he handles Buick cars and Fairbanks-Morse lighting plants.

PROMOTED

C. J. BRITTAIN

Recently appointed Vice-President of the Canadian Fairbanks-Morse Co. Ltd., Montreal. Mr. Brittain has been manager of the Winnipeg branch since 1910, and since 1913 has had jurisdiction over all Western branches of the company. In 1918 he was made a director of the Canadian Fairbanks-Morse Co., Ltd. His wide experience admirably befits him for his new position.

It is reported that Allis and Weidenhammer, for many years owners of an implement business at Grandview, are dissolving partnership.

Alex Reid, an implement dealer at Carbon, has taken John McIntyre as a partner in the business which is now known as Reid Sons and McIntyre.

R. W. Greenway has been promoted to the position of assistant manager of the Estevan branch of the International Harvester Company.

We regret to note that Dysk Bros., implement and hardware dealers at Haskett, recently suffered considerable loss through fire on their premises.

At Peace River, Alta., the Fraudle Motor Co. have been succeeded by Zabel McCashin & Co. This new concern also carry a line of farm machinery.

A change has taken place in the automobile business of De Walt and Hanna, at Meyronne. The business is now carried on by De Walt and McGrew.

P. Ehrenfeldt has been appointed secretary of the Holt Manufacturing Co., Peoria, Ill., and W. D. Shepherd takes up the duties of factory manager.

The Agler Body Co. are now manufacturing automobile bodies at Prince Albert. In the same city the Prince Albert Motor Sales Co. has been incorporated.

Louis Lemoine, expert at the Winnipeg branch of the International Harvester Co., is back in his old post. He served overseas with the famous 8th Batt.

Partnership has been dissolved in the implement business at Holdfast, carried on by A. and F. Martz. In future Frank Martz will have sole control of the business.

At Kamloops the Webb Machine Co. have been succeeded by the Webb-Barford Machine Company. They will handle several well-known implement lines.

The Francoeur Engine and Thresher Co. has been incorporated at Camrose, with a branch office at Saskatoon. They will handle threshers and stationary engines.

L. A. Wylie, formerly collection manager for the International branch at North Battleford has been transferred to Weyburn, exchanging posts with G. E. Terpena.

The Alberta Foundry and Machine Co., manufacturers of the "Canadian" tractor, with headquarters at Medicine Hat, has been registered to do business in Saskatchewan.

J. S. Galbraith and Sons have succeeded the Galbraith-Speers Company in an implement business at Vernon. In the same town Fosher Quin has started an auto repair concern.

Thos. B. Young, implement dealer, West Summerland, has sold out to the Summerland Mercantile Co., Ltd. In the same town Ned Bentley has opened an automobile business.

A new concern has been formed at Saskatoon with the title of "Implements, Limited." Capital is reported to be $30,000. The company will handle general farm machinery specialties.

Frank Nilan, manager of the Northern Implement Company, Winnipeg, distributors of the Plowman tractor, was laid aside for a few days by illness the latter part of the month.

P. J. Grout, manager of the Twin City Separator Company, Winnipeg spent three days in Minneapolis during the latter part of April. Mr. Grout reports the Minneapolis plant as busy.

J. A. Jacklin, formerly blockman at Winnipeg for the International Harvester Company, has been appointed assistant to manager Brosnahan at the Brandon branch of the company.

A. H. Laidman, manager at Toronto for the Canadian Briscoe Motor Co., reports a great demand for Briscoe cars this season. The company will have a new model Briscoe upon the market early in June.

Owing to the shortage of horses, the dealers at McLeod report an excellent demand for tractors this spring. A large shipment of Avery tractors was unloaded in this town during April.

J. H. Sissons, formerly with the International Harvester Co. in Canadian territory, has taken a position with the Minneapolis branch of B. F. Avery and Sons. He will cover territory in North Dakota.

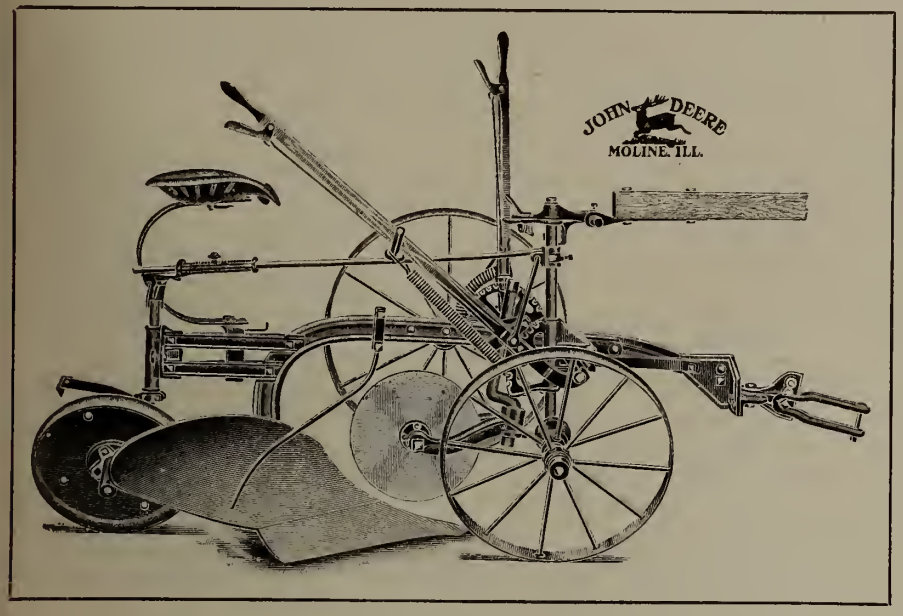
The Sterling Motor Sales Co., Winnipeg, has been absorbed by the Sterling Motor and Body Co., who have also bought out the business of the Western Sedan Co., Winnipeg, makers of automobile bodies and tops.

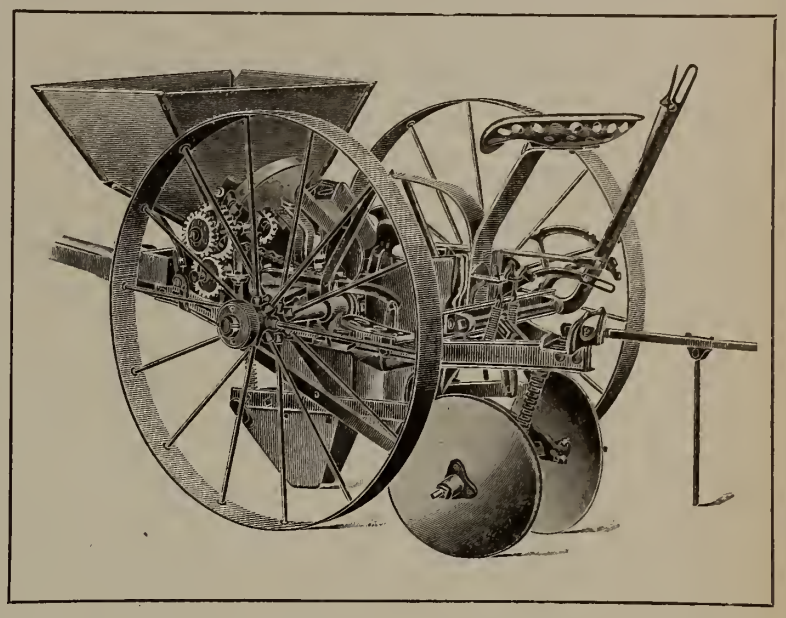
W. J. Stromquist is the agent for Massey-Harris Co., at Cherhill. He is originally from the States, though for some time a resident of the Canadian West. This is a thriving little town on the Onway branch of the C.N.R.

W. R. Cole, manager of the Robert E. Bell Engine and

John Deere Implements Bring Satisfied Customers

Dealers find in selling John Deere standard farm machinery that their customers receive better value and longer service. You'll find the owner of a John Deere implement is usually the most satisfied customer.





John Deere Stag Sulky No. 8

With Quick Detachable Shares

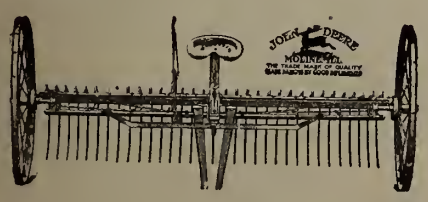
This plow is built for hardest use in Western Canada. Easy to operate. Extra strong beam which does not break or bend. Engine gang type coulter. One connecting rod controls both front and rear furrow wheels. Larger clearance than ordinarily. Write for illustrated folder.

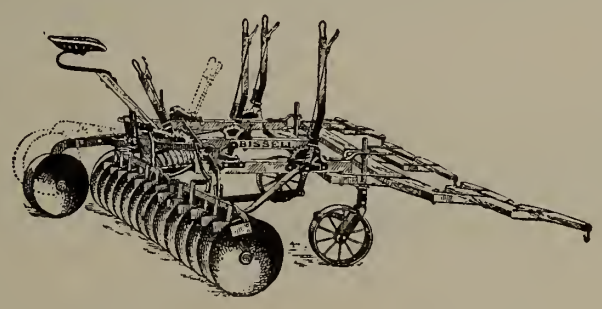
Hoover Potato Planter

Does the planting quicker and more accurately. Operator can see all parts working from seat. Automatic seed control. One lever controls both furrow opener and disc coverers. Plenty of power. Send for folder giving complete information.

John Deere-Dain Self Dump Rake

Built of especially strong steel throughout. Teeth adjusted without stopping. Reversible and interchangeable dump parts prolong rake life. A splendid implement. Get complete folder—free on request.



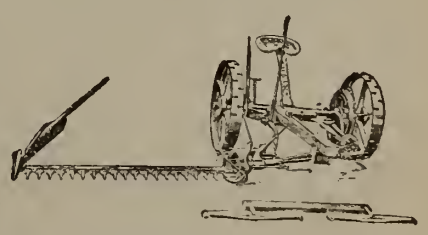


Bissell Disc Harrows

Properly cut and turn the soil. Strong and durable. One piece frame. Extra long lever. Easy to handle. Perfectly balanced. No uncultivated centre strip left by the Bissell In-throw Harrow. Send for complete particulars.

John Deere-Dain Mower

Strong and durable. Easy to manage. Compensating gears and perfect balance prevent strain and loss of power. Knives easily adjusted. A clean cutter—and a ready seller. Write for descriptive folder.



The John Deere Plow Company, Limited

WINNIPEG REGINA SASKATOON CALGARY EDMONTON LETHBRIDGE

Thresher Co., Winnipeg, reports a good demand for their lines but difficulties in securing supplies owing to shortage of materials for production at the factory at Seaforth, Ont.

R. McKenzie, manager at Winnipeg for General Motors of Canada, Inc., reports a splendid demand this year for McLaughlin cars. A phenomenal percentage of the sales this year are on practically a cash basis, says Mr. McKenzie.

We had a visit recently from A. M. McKay, agent for the International Harvester Company at Pope. Mr. McKay came to Winnipeg upon a pleasant errand —returning to his home town with a bride. Good luck to the new partnership.

R. McKay, manager for the Chase Tractors Corporation at Winnipeg, recently returned from a visit to Chicago, Toronto and other points. He reports that the Chase factory at Toronto is working at high pressure meeting the demand for Chase tractors.

Lloyd Bros., who have been operating a blacksmith business at Clairmont, have sold out their blacksmithing business to T. L. Ryan. They have also taken over the Massey-Harris agency at Sexsmith and are operating in both towns. Edgar L. Lloyd is in charge at Sexsmith and W. R. Lloyd at Clairmont.

J. Caswell, manager of the Caswell Manufacturing Company, Cherokee, Iowa, was a recent business visitor to Winnipeg. Mr. Caswell has appointed a distributor in this city to handle the Caswell binder hitch, which has for several years enjoyed a splendid demand in the grain growing districts throughout the United States.

The Cockshutt Plow Company have appointed R. F. Sang their representative for Lethbridge and district. Mr. Sang will have charge of the Lethbridge warehouse of the company and will handle shipments from that point, also local retail business. A complete stock of Cockshutt machines and parts are carried at the Lethbridge branch.

W. J. McMartin Dead

W. J. McMartin, president of the Winnipeg Ceiling & Roofing Co., Winnipeg, died on April 11th, following a brief illness from pneumonia. His funeral on April 13th was attended by a large concourse of business intimates and friends.

The late Mr. McMartin was born at Martintown, Ont., in 1870. He was educated in the local schools, and at an early age he came to Western Canada from Duluth, Minn. In 1904 he founded the Winnipeg Ceiling & Roofing Company, and under his capable supervision this concern has risen to great proportions. He was a member of the Masonic Order, and of the Canadian Club, Winnipeg, being deeply interested in farming and stock raising.

The late Mr. McMartin had wide interests in various commercial enterprises in Western Canada and the United States. He was president and general manager of the Winnipeg Ceiling & Roofing Company, Limited, one of the largest sheet metal products manufacturing plants in Canada; president of the Edmonton Metal Works, Limited, Edmonton; treasurer of the Sheet Metal Manufacturing Company, Calgary; president of the Duluth Corrugating & Roofing Company, Duluth, Minn.; and president of the Economy Foundry Company, Portage la Prairie, Man.

He is survived by his wife, two daughters, a son, his mother and three brothers, resident in Duluth, Minn.

An implement store show window is not only for the purpose of letting light in, but also for the purpose of letting advertising out.

Stidolph Joins Chase Tractor

H. A. Stidolph has recently joined the organization of Chase Tractors Corporation, Ltd., as District Supervisor out of their Calgary Branch, covering Alberta and British Columbia. Mr. Stidolph

H. A. STIDOLPH

has a thorough knowledge of the tractor business both from a credit and sales end, he formerly being collection manager for the old M. Rumely Co., at Estevan, Sask., later coming to Winnipeg in the same capacity. After his severance with this company he joined the selling force of the Sawyer-Massey Co., Ltd., covering southern Alberta, holding this position for the last two and a half years, connecting himself with the Chase Tractors Corporation recently.

He is well known amongst the trade in Alberta and southern Saskatchewan, and his many friends will wish him every success in his new position.

Farm Land Values

The Dominion Bureau of Statistics, Ottawa, places the average value of farm land for the Dominion, including improved and unimproved lands, together with the value of dwellings and other farm buildings, at $52 an acre, against $46 last year, $44 in 1917, $41 in 1916, $40 in 1915, $38 in 1914, and $37 in 1910. This shows an increase in value of farm lands of $14, or 36.8 per cent, in five years.

"CRESCENT" Plow Shares

SANDOVAL COULTERS HARROW TEETH
HARROW DISCS FIN COULTERS

Westwo REGD

Eveners and Hitches

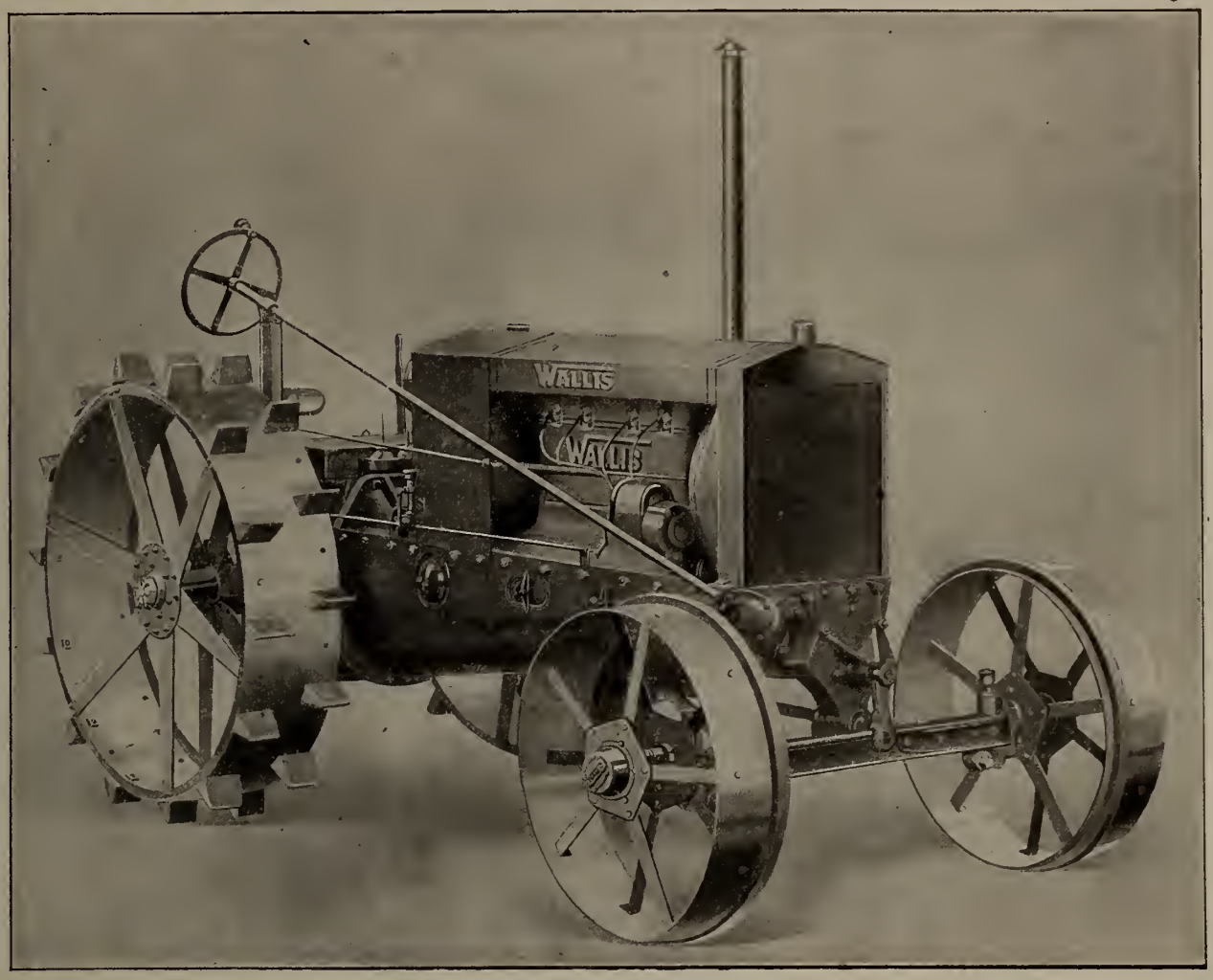
:: :: PROMPT SHIPMENTS MADE :: ::

D. ACKLAND & SON, LIMITED

WINNIPEG, MAN.

WALLIS

America's Foremost Tractor



YOU are not in the tractor business for to-day only—you cannot afford to be. Think about ten years from now. In considering a tractor agency, don't look only at present profits; future sales are of vast importance.

With the Wallis Tractor you are entirely assured on this point. The long years of experience back of the company that manufactures the Wallis mean much to the dealer. It is made by a company in business TO STAY.

The Wallis' 15 year record of successful performance is proof of its engineering and structural perfection. Its powerful valve-in-head motor, simplified "U" frame, and other features, have been thoroughly tested under every-day farm conditions.

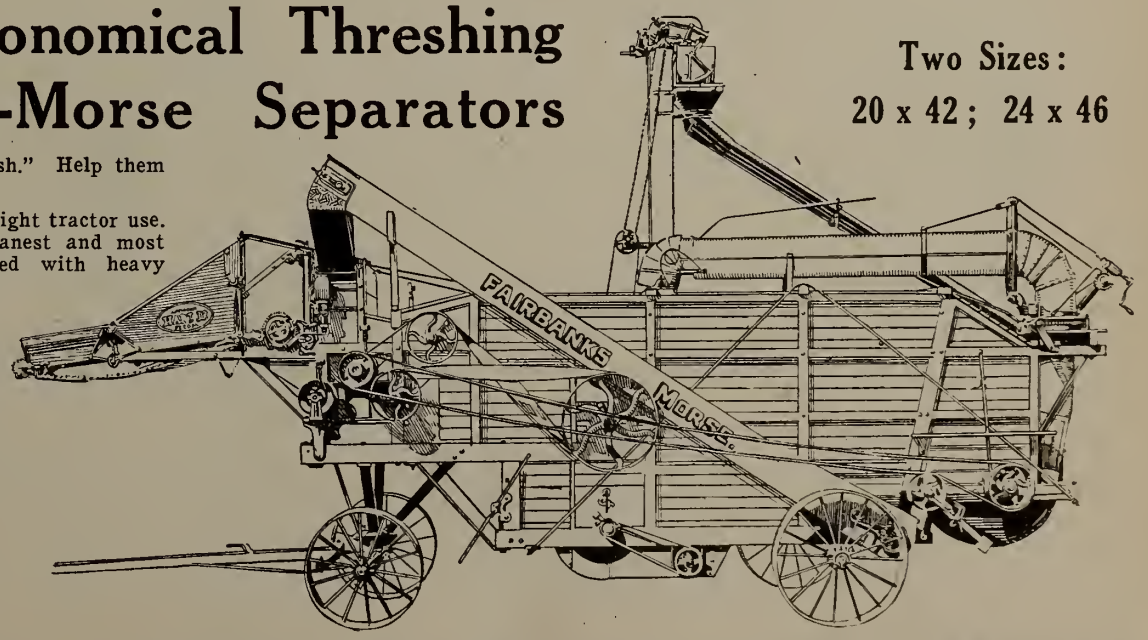
Add to this the broad scope and high character of Wallis advertising, and you have a proposition offered with no other tractor. We invite enquiries from dealers who are in a position to handle a really high grade tractor. Are you the man? If so write us at once.

For Speedy, Economical Threshing Sell Fairbanks-Morse Separators

Two Sizes:
20 x 42; 24 x 46

Your customers know that "Wheat is Cash." Help them get maximum crop value.

Our separators are especially designed for light tractor use. They are, without doubt, the quickest, cleanest and most easily operated separators sold. Equipped with heavy double-bar cylinder. Self-aligning bearings —every one adjustable. Large grate surface. Finely balanced. Vibration reduced to a minimum. Complete equipment of sieves and special large weed screen. Braced and built to stand the strain of handling the heaviest crop. Langdon Self-Feeder, Wind Stacker and Automatic Register. Make 1920 your best thresher year by handling the Fairbanks-Morse.



To sell these lines pays handsomely in prestige and profits. For Agency Particulars write

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

SASKATOON WINNIPEG CALGARY

National Gas Engines Distributed by Francoeur Engines and Threshers Ltd.

Announcement was recently made in our April issue of the reorganization on a larger scale, of the business of Francoeur Bros., Camrose, Alta., and the New Home Machinery Co. of Saskatoon. The new firm is chartered under the name of "Francoeur Engines and Threshers, Ltd.," absorbing both the two previously mentioned concerns, with distributing warehouses at Camrose, Edmonton and Saskatoon.

This firm will represent the National Farming Machinery, Ltd., of Montmagny, P.Q., formerly the General Car and Machinery Works, an organization backed by $1,000,000 capital, and who build the "National" line of farm machinery, including gas engines from 1½ h.p. to 15 h.p.; plows, mowers, rakes, harrows, etc.; also road machinery. The National gas engine should be a good seller in Western Canada. It is built with detachable sleeve cylinders and is said to be well made in every respect. These engines, say the distributors, can be sold by the trade on most attractive terms. Francoeur Engines and Threshers, Ltd., have contracted for 1,250 engines to be taken by the end of the year. A big business is also expected in Moody small threshers. The company are now appointing dealers all over the West.

The Value of Lighting Protection

In connection with the installation of lightning rods, much improper rodding has been done in the past owing to the fact that the men doing the work were ignorant of the scientific principles involved. According to an article in "Industrial Canada," by W. H. Day, manager of the Shinn Manufacturing Co. of Canada, grounding from the peak of a building is not the only defect existing in much rodding being done.

This expert states that each building must be considered individually, for no two are constructed alike. All the eavetroughs, water-spouts, roof gutters, water systems, structural steel, and other metallic portions of the edifice must be connected up in such a way that when a stroke occurs it cannot find any place to jump. It finds all conductors connected in the system and all grounded, thus providing continuous passage to the ground along all possible paths. If the current finds no gap to jump, it can do no harm.

The chief function of lightning rods is to prevent strokes. For this the fundamental principle is to use a scientific rod put on scientifically so that the charge on the building can most easily pass to the rod and leak off the points quietly into the air where it is attracted upward to join the positive in the cloud. In all cases where the building tends to charge up gradually, it is possible to prevent strokes, but when the building charges instantaneously as is sometimes the case, then the points haven't time to let the charge leak off, and a flash occurs. In such cases it is necessary to have the system so designed that from every part of the building the rod forms the easiest path to the earth.

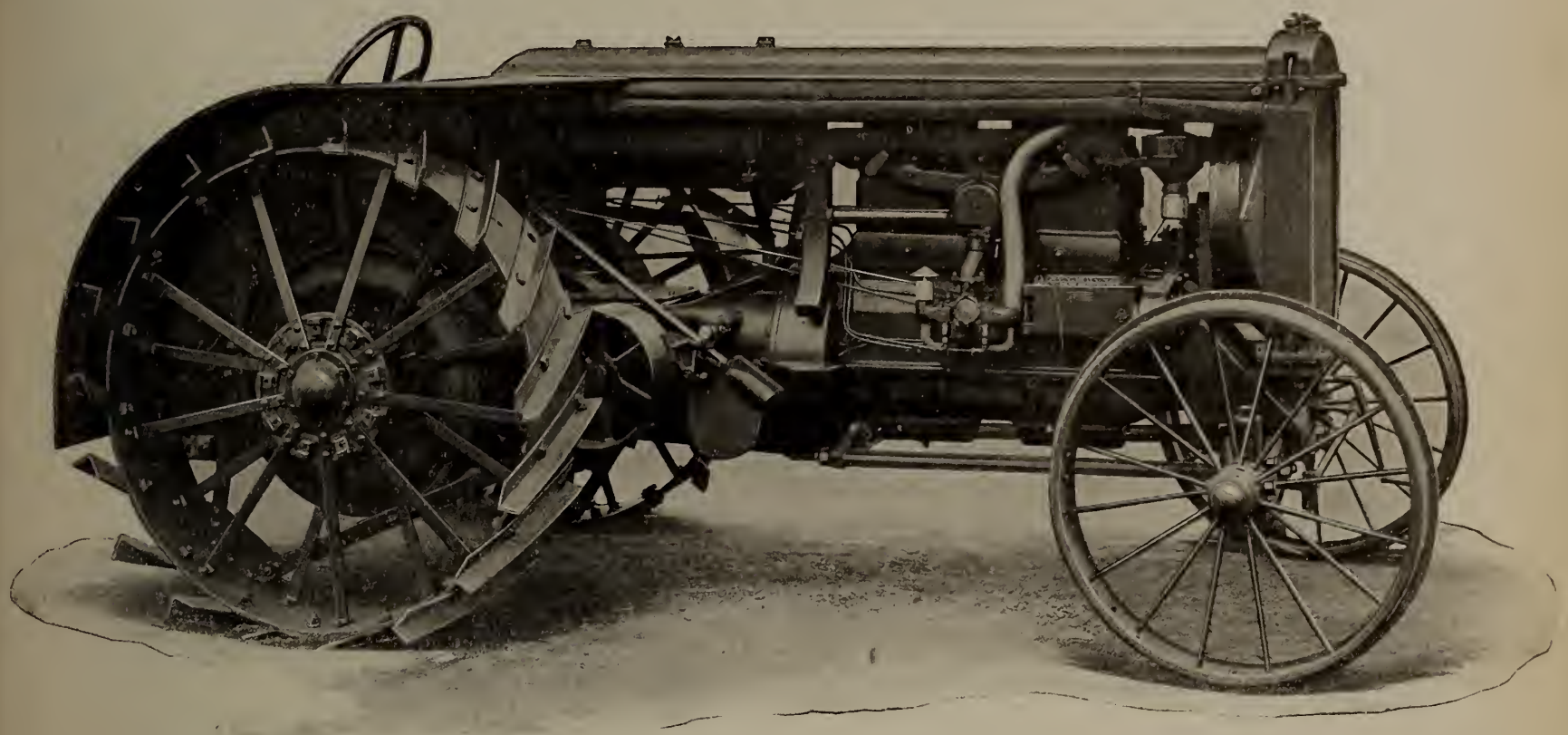
The old system of rodding buildings consisted in placing cable along the peak and running straight down the gable from the peak into the ground at one or both ends. Scientifically this is wrong. To be sure it will give some protection, but not the best. Even when dry the roof is a conductor though a poor one. Lightning does not always strike the highest points.

On wooden, slate or patent roofs it is necessary to run the cable from the grounding up to and along the peak, with a point every 20 to 25 feet. Flat roofed buildings should have cable placed around the roof, with points at suitable intervals. And all prominent features such as cupolas, chimneys, dormers, etc., should have points on them, all connected to the cable. On metal roofs it is not essential to run the cable over the roof, but simply connect it to the metal at the eaves and then run it into the ground deep enough to reach permanent moisture. Since the metal roof has such great electrical capacity it is advisable to use more groundings than with the wooden roof.

The dealer who won't advertise is like the captain who won't run his engines when going down stream; one can get along, after a fashion, without the advertising, and so can the other without the engines.

This Tire Survives
Only the good survive. Time's old sickle strews the way with the worthless and the public ostracises the failures. Tire standards are ever higher and only the best tires can reach up to it. Tires that survive the ordeal of time and experience are the kind it pays to buy. Such are
"GUTTA PERCHA" TIRES
"The Tires That Give Satisfaction"
GUTTA PERCHA & RUBBER, LIMITED
Head Offices and Factory, Toronto, Can.
Branches in all the leading cities of the Dominion

ALLIS-CHALMERS TRACTORS



THINGS EVERY TRACTOR DEALER SHOULD KNOW

You are making up the lines you will handle. Be sure that the connection you make will prove a *satisfactory one.*

LOOK FOR BUSINESS REPUTATION The Canadian Allis-Chalmers Limited and the Allis-Chalmers Manufacturing Company have been known throughout Canada for 65 years as one of the largest manufacturers of quality machinery in the world.

LOOK FOR MANUFACTURING ABILITY The huge Allis-Chalmers plants, equipped with the most modern machinery, are complete for quality production on a quantity basis.

LOOK FOR TRACTOR VALUE Study every detail of design—don't be sold on sales talk—see with your own eyes —over $3,000,000.00 have been spent in perfecting Allis-Chalmers Farm Tractors.

LOOK FOR ADAPTABILITY Two models are offered to you—the 18-30, a big 4-plow tractor, will pull 4 plows and pull them fast. It has well over 30 H.P. for belt work. Its Allis-Chalmers 4-cylinder valve in head motor shows great economy on kerosene at all loads. All moving parts enclosed and dirt proof. It has removable cylinder walls, roller bearings throughout and all other modern features. An Allis-Chalmers product from radiator to draw bar, officially proven a leader in the tractor field. Weight 6,150 lbs. And the 6-12 General Purpose, a one-man tractor that may be used with any standard implement already on the farm requiring 4 horses or less.

Canadian Allis-Chalmers, Limited

Head Office: 212 King Street W., Toronto

Machinery Concern Shows Decreased Earnings

The financial statement of the Canadian Fairbanks-Morse Company for the year ending Dec. 31 last, submitted at a recent meeting of shareholders, shows earnings for the year $625,150 as compared with $1,610,597 in 1918. Balance of profits before dividends was $532,069 as against $800,098 for the preceding year. Total profit and loss surplus is $2,076,607 compared with $2,651,037 in 1918.

Tractioneers Busy

Tractioneers, Ltd., Winnipeg, distributors for Stinson tractors, report good deliveries. On May 3rd they received 25 machines and are still nearly 40 machines behind on orders. The company are assembling five tractors every two days in their Winnipeg plant, to which they have added, so that a daily output of nine machines will be possible. They are now employing twenty men on tractor assembly and manufacturing tractor hitches.

The Stinson tractor was the choice of Sir James Aikens, Lt.-Governor of Manitoba, who now has a Stinson in operation on his farm at Elie, Man.

Small Thresher Used Twenty-Four Years

The usefulness and durability of a well designed and well built individual thresher is strikingly illustrated in the case of the one here pictured. This machine, which is still doing active duty every year on the farm of its owner and that of several of his neighbors, is owned by Gust Lee, in St. Louis County, Minnesota, north of Duluth.

This Belle City Thresher is a Regular Old-Timer

It was the seventeenth machine made by the Belle City Mfg. Co., of Racine, Wis., and sold to a farmer in South Dakota back in 1896. Five years later it was brought by Mr. Lee from Summit, South Dakota, to his farm, near Embarrass in Northern Minnesota.

Mr. Lee spends most of his time in the woods with a crew of men getting out logs for the mills, but has cleared about 70 acres of his farm and has some 43 acres under cultivation.

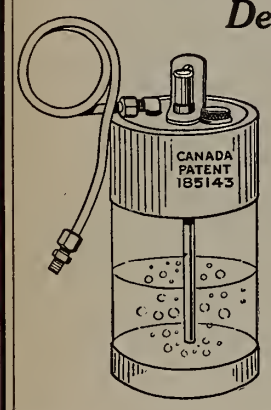
The illustration shows the little old Belle City threshing barley. The machine is quite small and has neither self-feeder, band cutter, elevator, weigher nor stacker. It is fed by hand and the straw is forked away from the tail of the machine. Mr. Lee says its capacity is about 500 bushels in eight hours, with a crew of only three men. Of course with the modern attachments the capacity of the present day machines is much greater.

Northcott Visits Brantford Factory

C. W. Northcott, Western manager at Regina for the Goold, Shapley & Muir Co., Brantford, Ont., made a two weeks' visit to the factory the latter part of April. Mr. Northcott reports a big demand for all their lines, and especially for tractors. The factory is working to capacity, but is handicapped to a certain extent on account of difficulty in getting certain lines of raw material.

Saskatchewan Prospects Favorable

Reports from Saskatchewan indicate that if the present excellent moisture conditions are followed by a reasonably favorable growing season, there will be an acute binder shortage at harvest time. Binder stocks are reported low all over North America, while the present material and labor situation is not such that a surplus can be accumulated by the time cutting will begin. Placing orders early should be a wise policy for the dealers.



Dealers: **Sell the "No Knocks" Carbon Destroyer and Gas Saver**

Unconditionally Guaranteed to

1—Stop Engine Knocking from Carbon.
2—Give Greater Power and Pep.
3—Prevent Carbon Accumulating on Valves and Plugs.
4—Eliminate Already Accumulated Carbon.
5—Save 25 to 40 per cent of Your Gasoline cost.

Get the agency for this line—NOW. Every car owner is a prospect. Made in Canada—no exchange to pay. Your territory may still be open. Write:

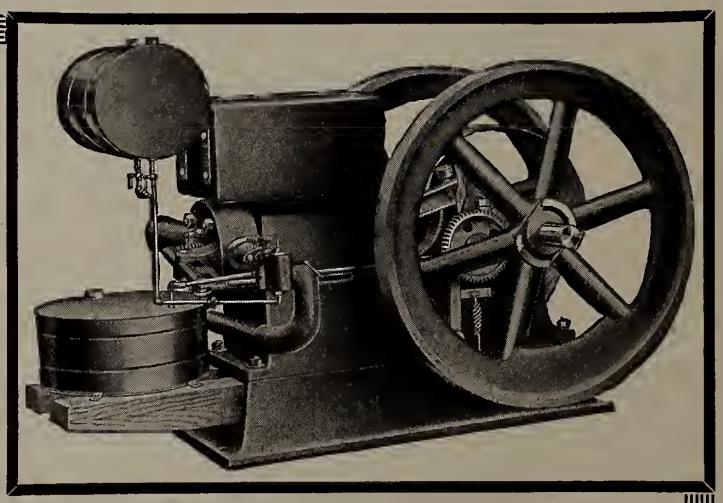
Thomson, McTaggart & Coy.
445 Main St. Winnipeg, Man.

DISTRIBUTORS—
Here's Your Opportunity!

You can assume leadership in the Farm Engine field in Western Canada right now by securing our complete line of

"EVER-READY" KEROSENE ENGINES

Stationary — Hand Portable — Horse Portable
Sizes: 2, 3, 4, 6, 8, 12, 16, 22 and 30 H.P.



Fully Guaranteed — Reasonable Price — Quality Construction

"Ever-Ready" Kerosene Engines are specially designed and built for the use of kerosene, distillate and all low grade fuels. Have been in use for 33 years. Built right, and in quantity, so you can secure big business at quantity prices. They will get you the business.
Our Type "W" gives the distributor a complete line. Look at the range of sizes. Equipped with Bosch high-tension magneto—the best ignition device made.

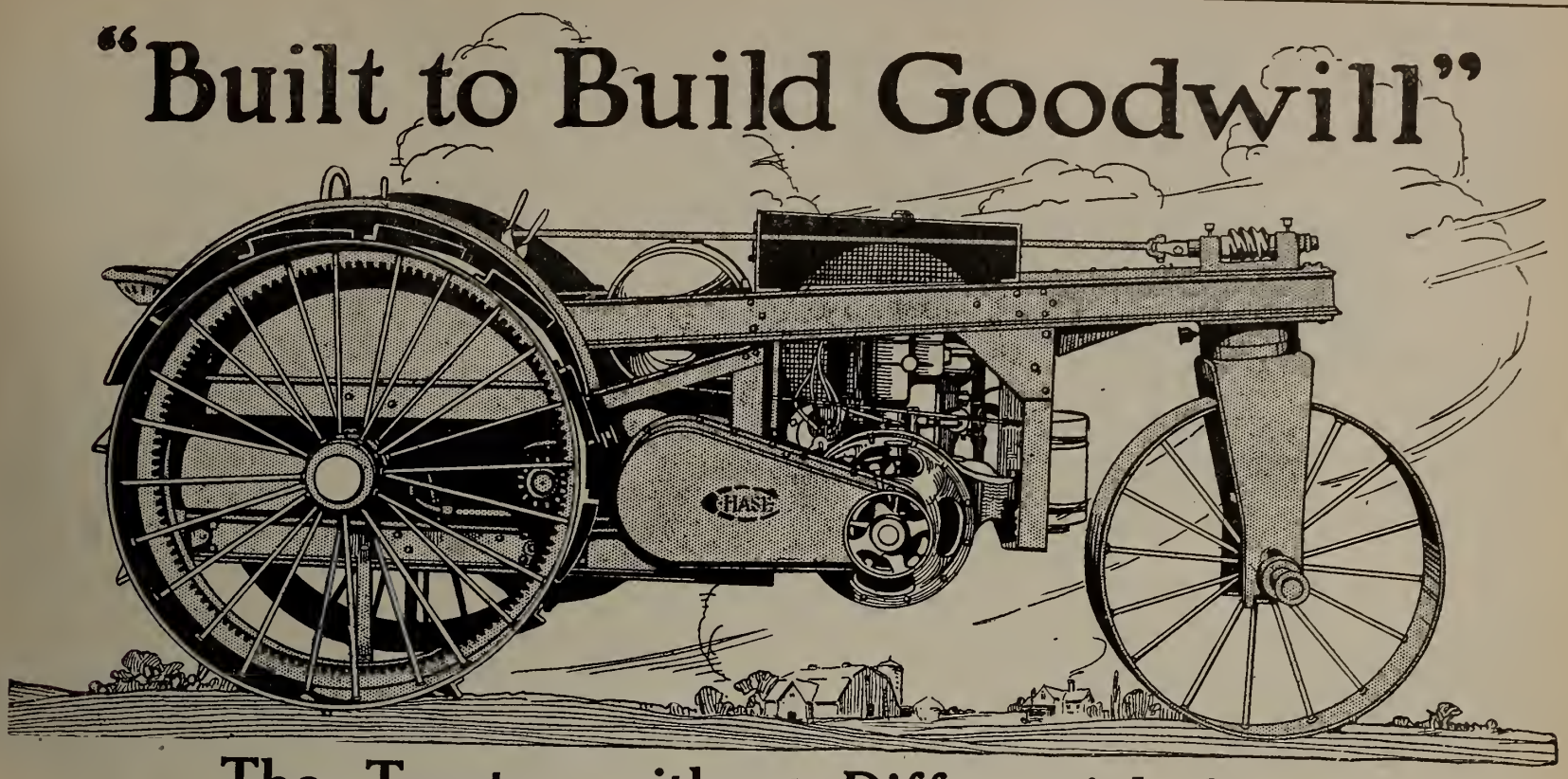
Correctly designed; properly built; very economical in operation. Every part interchangeable. A LIFETIME GUARANTEE against defects. Regularly furnished in stationary style on skids; iron sub-base supplied at small additional cost. Sold also as a Portable, using a heavy, all steel farm truck. Their in-built quality will appeal to every farmer.
IMPORTANT—We can make carload shipments from stock and carry a complete line of repairs for all sizes.

"Ever-Ready" Saw Rigs
Practical, safe, easy to use, low in price. With 4, 6, 8 and 12 H.P. engines. Drag saw type. Lever-controlled. Friction clutch. One man operates.

Write or Wire for Complete Details
If you are in a position to handle our proposition do not delay. Our offer will appeal to you.

EVER-READY ENGINE WORKS
374 Notre Dame W. MONTREAL, Que.

"Built to Build Goodwill"



The Tractor without Differential Gears

A tractor has no more need for differential gears than it has for a fly-net.

Those gears serve no good purpose in a tractor. And they do cause constant trouble, rob the motor of power, and shorten the life of the tractor.

The Chase Tractor HAS NO DIFFERENTIAL GEARS.

The two rear wheels get equal driving power, turn over at equal speed, apply the force of the heavy-duty motor at its full efficiency.

That means that when the Chase gets into a hole, both rear wheels work to pull it through. When obstacles are met the Chase rides over them. In plowing on the level or on sidehills the side-draft does not pull the Chase off its true course.

The Chase, therefore, avoids a very common tractor trouble.

A Trouble-maker Avoided

Tractors with differential gears can do their best work only on a straightway pull on level land. The moment one wheel meets an obstacle, the differential throws all the power into the other wheel. So quite often you see such a tractor with one rear wheel dead and the other spinning. That happens when the tractor gets one wheel in a mud hole. The very time when extra driving force is needed the differential gears rob the motor of its power to move the tractor.

The same thing occurs in a lesser degree in all plowing work. For the side-draft tends to place more load on one wheel than on the other and the differential gears throw the power into the other wheel. THE TRACTOR WITH DIFFERENTIAL GEARS IS MORE THAN HALF OF THE TIME A ONE-WHEEL-DRIVE TRACTOR.

The Chase Tractor, HAVING NO DIFFERENTIAL GEARS, is always pulling evenly on both rear wheels.

For that reason it operates with less power and so saves kerosene.

Gears Waste Power

But there is another saving of gas from this same feature of Chase construction. Differential gears rob a motor of about 10 per cent of its power; 10 per cent that does the tractor owner no good. The Chase saves that 10 per cent because it has no differential gears.

The Even Pull Saves Money

Pulling evenly the Chase wears evenly. Lasts longer. Requires less adjustment of bearings. Needs fewer repairs. And, for that reason, stays more steadily "on the job."

As a practical man can see, the whole of the Chase Tractor gives proof of the same sensible, common-sense idea of design in every part of its construction.

Watch it in action and you will see in the smooth working Chase a quality that you expect only in a high grade, perfectly adjusted machine.

Built to Build Goodwill

Canadians build the Chase—in Canada. Canadians build the Chase that is sold in Great Britain and foreign lands—yes, and also in the United States. The Chase institution was created to establish in Canada a world-wide tractor business founded on Canadian principles of doing business. The men behind it, R. J. and W. J. Cluff, are men with high manufacturing ideals. They are exacting in their demands. They want the men who buy Chase Tractors to make money out of them. They are determined that every customer shall receive the service he requires to keep his Chase Tractor always at its best and always "on the job."

Investigate Our Service

You will find it to your advantage to deal with an institution with these ideas of service. You will find that the Chase Tractor is a piece of machinery that will gladden your eye. If you haven't seen it, be sure to do so. Or, write for illustrated literature and detailed information. We will send it promptly and tell you where you can see a Chase Tractor.

SPECIFICATIONS

MOTOR—Buda Model H.T.W. heavy duty, Tractor type 4 cyl. 4¼ in. bore, 5½ in. stroke. Set crosswise of frame. Every part readily accessible. Extra large water passages for cooling. Force-feed lubrication, thorough vaporizing of low-grade fuels. Heated and "water washed" air.

FUEL—Specially designed to burn kerosene or low-grade gasoline.

DRIVE—No differential gears are used, the drive being direct from the transmission to outer rim of wheel through bull pinions and gears. Both bull pinions and bull gears cut from forged steel and case-hardened.

TRANSMISSION—Fully enclosed and runnng in oil. Hyatt roller bearings. Very simple type. Gears accurately machined from high grade steel.

CHAIN DRIVE—Power is delivered to the transmission gears by a wide chain fully encased and running in oil.

BELT PULLEY—In direct line with crankshaft—no bevel gears. Located at side—best position for lining up with the machine to be driven.

CONTROL—Driver has unobstructed view. Control levers are simple and easy-working.

TURNING-RADIUS—12 feet circle.

CHASE TRACTORS CORPORATION LIMITED
TORONTO - ONTARIO

WILLIAMS MOTOR COMPANY, Winnipeg and Regina

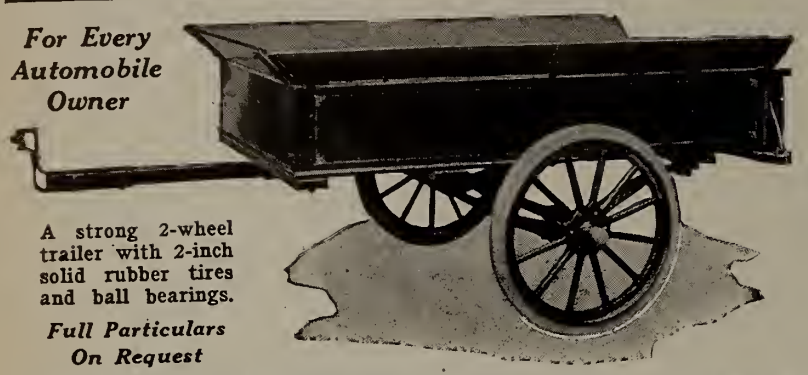
Factory Branches at Calgary and 700 Portage Avenue, Winnipeg

CHASE TRACTOR

It will Pay You to Handle

PEERLESS TRAILERS

For Every Automobile Owner



A strong 2-wheel trailer with 2-inch solid rubber tires and ball bearings.

Full Particulars On Request

"PEERLESS" TRAILERS are in demand in both town and territory. There is a profitable trade field all around you for the sale of this line. You can sell the store-keeper, livery man, well driller—anyone—so long as he owns a car. Here is your opportunity for added profits. And every Peerless Trailer sold sells another.

Live Dealers Wanted Where Not Represented

McLaughlin Buggies and Cutters
Canada Carriage Buggies and Cutters
Peerless Automobile Trailers
The "Fox," Automatic Grain Picklers
Briscoe Cars, Touring and Roadster
"Tillsoil" Tractors--18-30 H.P.

Agency Proposition Sent on Request

McDonald & McKinnon

156 Princess Street Winnipeg, Man.

"NATIONAL" GAS ENGINES

Have you been getting your share of the Small Engine business ?

If not, why not ?

If you want an engine to compete in Quality and Price, don't fail to investigate the

. . NATIONAL . .

A $4,000,000 Plant is behind this Engine.

Write to-day for full particulars, prices and Dealers' Terms. . .

Francoeur Engines & Threshers, Ltd.

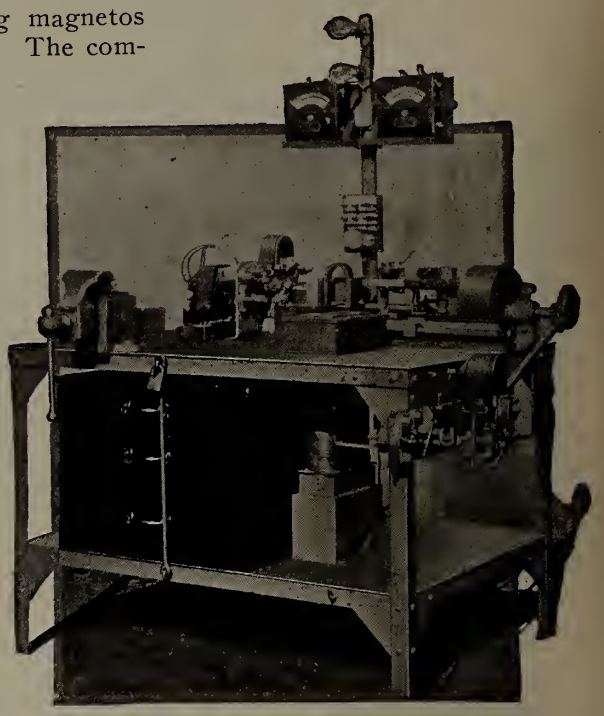
SASKATOON CAMROSE EDMONTON

Distributors of the famous Moody Small Threshers

International Installs Magneto Testing Equipment at Branches

The latest addition to the service of the International Harvester Coy. of Canada is extensive equipment for testing magnetos at the branch houses. The company report that they will install two of these magneto repair and inspection equipments — one at Regina and the other at Hamilton, Ont. They will watch the performance of these outfits very closely with the idea of extending the service in Canada. This testing equipment should be of the greatest assistance to owners of International tractors and trucks. Under the new system, it will be possible to put the magneto on the test bench within a short distance of its power plant, set it in order and have it back on the job, all within a few hours. It is going to be from customer to dealer to branch, and back. Before, it was from customer to dealer to factory, because tests were sometimes necessary to determine just what was to be done, and they could not be made without the tools that were only at the factory. If the dealer's equipment isn't equal to the occasion, under the new arrangement, all he has to do is to send the magneto to the branch house and it will be repaired and put in shape at the actual cost in time and material, and what is most important, with scarcely any delay to the customer.

With this new, intimate point of contact established, it is going to be possible to send along back to the customer, a word of friendly advice regarding the care and adjustment of his magneto, as disclosed by the inspection. That may help him to repair it himself the next time. It is not always the fault of the magneto that the engine doesn't run, but so long as the owner thinks it is, there is nothing to do but test it out. Prompt, skilled, adequate correction and repair of magnetos is now more conveniently available for every dealer who promotes the interests of the I. H. C. line. He shall be able to meet the prospect's query as to the warranty on the magneto, by pointing out that the branch house magneto service only a few miles away and a complete equipment for fixing almost any disease that may afflict the magneto, is the purchaser's best assurance. While the manufacturer's warranty is in force, as always, the new service is just around the corner, more convenient, more intimate, and saves time that usually is very valuable to the farmer in the field.



Magneto Testing Apparatus for International Branch Houses

The developed ability of the Harvester Company to give service might be called appropriately a House of Service. It is a structure that has been raised from a small beginning, starting with the necessary service to the pioneer farmers of North America, who had the courage to buy and use the first reapers, far from factory and dealer, to the complex, proved structure of to-day, opening hospitality to the new purchaser of an I. H. C. machine.

Judson in New Job

C. S. Judson, formerly a mail order man selling a line of engines out of Winnipeg, is now a salesman with Slater & Vail, of Indianapolis. About a year ago the Judson business was destroyed by fire.

General Motors Statement

According to the annual report issued recently, the General Motors Corp, for 1919 shows sales of $509,676,694 an increase of 56 per cent over the preceding year. The number of automobiles, trucks and tractors, all told, sold by the G. M. C. companies was 406,158, compared with 246,834. in 1918. The net profits for 1919 were $90,517,519, compared with $35,504,576 in 1918.

Put brilliancy against plain gumption, and gumption will win out every time.

HYATT

ROLLER BEARINGS
For Binders

FARM IMPLEMENT NEWS—CHICAGO

Announcing the

MOLINE

Hyatt Roller Bearing

Binder No. 11

8-Foot

For use with horses the Moline Binder No 11 is built in 8-ft size only. Equipped with 37 Hyatt Roller Bearings. Remarkably light in draft; easy running and durable.

For Horse and Tractor Use

Following the phenomenal success of the Moline 10-ft. Binder No. 11, equipped with Hyatt Roller Bearings, built especially for the Moline-Universal Tractor, has come a great demand for this binder to be used with all tractors and with horses.

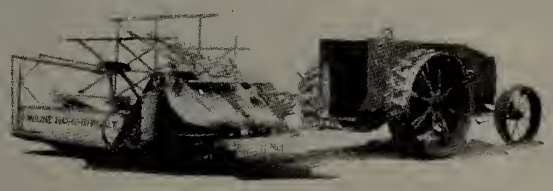
We are pleased to announce that the Moline Binder No. 11, equipped with Hyatt Roller Bearings will be available during the coming season, for use with all tractors and for use with horses.

During the past season this binder was used with the Moline-Universal Tractor in all sections of the country. It was put to tests, on account of the unusually heavy grain, which it is unlikely ever to encounter again, and in every case it gave remarkable service.

This binder will last longer, run faster, do more and better work, and requires less time for oiling than any binder made. It offers progressive dealers an unusual opportunity. Write our nearest branch for full information.

10-Foot

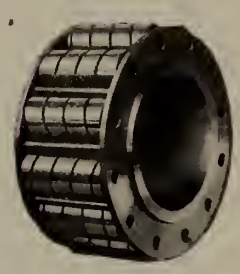
For use with tractors the Moline Binder No. 11 is built in 10-ft. size only. It is equipped with 37 Hyatt Roller Bearings and when operated at 3½ miles per hour will cut 40 acres in a 10-hour day



MOLINE PLOW CO., Moline, Ill.

Branches at

Moline, Ill.	Columbus, Ohio	New Orleans, La	Stockton, Calif.	Bloomington, Ill.	Kansas City, Mo.
Omaha, Neb.	Spokane, Wash.	Dallas, Texas	Los Angeles	Baltimore, Md.	Jackson, Mich.
Minot, N. D.	Oklahoma City	Salt Lake City	Denver, Colo.	Indianapolis, Ind.	St. Louis, Mo.
Poughkeepsie	Atlanta, Ga.		Sioux Falls, S. D.	Des Moines, Iowa	Minneapolis



HYATT Bearings are built on a principle fundamentally correct—carry the severest loads under all conditions without wear on the rolling parts and never require adjustment.

Because of their greater capacity for lubricant they require less attention for oiling than any other bearing.

The unequaled quality of Hyatt Roller Bearings has been proved by actual and successful use in almost every application in which an anti-friction bearing can be used.

THE advertisement reproduced above indicates the recognition given by both makers and users of farm implements to the fact that Hyatt Bearings make better farm machinery.

HYATT ROLLER BEARING COMPANY

Tractor Bearings Division, Chicago

Motor Bearings Division, Detroit — Industrial Bearings Div., New York, N. Y.

Standardizing the Buggy

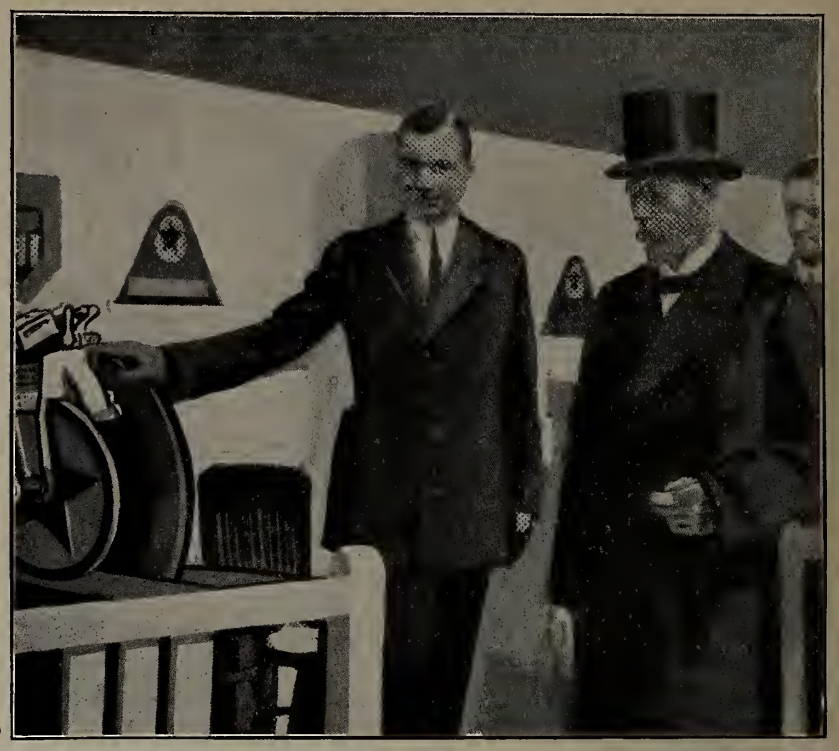
It is evident that vehicle manufacturers are rapidly standardizing their product, and are trying to focus their efforts on the production of but a few lines. There is no good reason why a fixed design should not be adopted, so that the dealer will not have to attempt to carry large buggy lines.

Experience during recent years shows that it is not wise for dealers to specify special bodies, wheel heights, patterns of gears, upholstery, colors, etc., any more than it is for automobile dealers to designate equipment other than that which the motor car makers furnish regularly. Production in all lines has been greatly curtailed, as we all know, and in order to supply the trade's requirements standardization is more essential in the buggy business than ever before.

The King Looks over Canadian Washers

Canadian-made washing machines are creating a great deal of interest in England. The engraving on this page shows a view of an exhibit recently held by Beatty Bros., Limited (head office, Fergus, Ont.), at the Ideal Homes Exhibition, in London, England.

Great crowds gathered round the demonstration throughout the exhibition. A most interesting occurrence during the exhibition was a visit from H.M. the King. Our illustration shows



H.M. King George Getting Information on Canadian Washers

his Majesty inspecting the washers and Roy B. Stewart, Beatty manager in London, demonstrating them. The King expressed great pleasure on hearing that these machines were a Canadian product and asked a number of very shrewd questions regarding the mechanical parts and the working qualities of the machines.

Mr. Stewart, reporting on the exhibit, states that one unique feature of the occasion was that the demonstrators worked in evening dress—a somewhat unusual garb in which to demonstrate washing machines.

Beatty Bros. are certainly to be congratulated on their initiative and energy in making these products known on the British market.

A Tractor Case

Decision was recently given by Mr. Justice Prendergast, at Winnipeg, in a case where the Minneapolis Threshing Machine Co., Winnipeg, sued for the recovery of $1911.50, claimed to be due on a tractor purchased in 1917. The defendant was C. W. Scanlin, a farmer. He lodged a counterclaim for $631, already paid for the machine, on the ground that it would not burn kerosene though supposed to do so. Both claims were non-suited by Mr. Justice Prendergast.

The Breaking Plow

I am the plow that turns the sod
That has lain for a thousand years,
Where the prairie's wind-tossed flowers nod
And the wolf her wild cub rears.
I come, and in my wake, like rain,
Is scattered the golden seed;
I change the leagues of lonely plain
To fruitful gardens and fields of grain
For men and their hungry breed.

I am the end of things that were,
And the birth of things to be,
My coming makes the earth to stir
With a new and strange decree;
After its slumbers, deep and long,
I waken the drowsy sod,
And sow my furrow with lifts of song.
To glad the heart of the mighty throng
Slow feeling the way to God.

I give the soil to the one who does,
For the joy of him and his;
I rouse the slumbering world that was
To the diligent world that is.
Oh, seer with vision that looks away
A thousand long years from now,
The marvelous nation your eyes survey
Was born of the purpose that here, today,
Is guiding the breaking plow.

Two Distinct Sparks
Double Fire Doubles Sales

Two Distinct Sparks

IN EVERY

Twin Fire Spark Plug

means longer service and greater satisfaction.

No need of stopping when spark point becomes clogged with carbon or oil. There's always a second point ready for use. Cleans the clogged point of carbon and oil while running. Costs no more than others. . .

$1.50

at your dealer's or

The John Murphy Company
513 McIntyre Block Winnipeg, Man.

A MIGHTY HELPING HAND

An Engine with Every Part Right is the Engine for Progressive Dealers

THE
LONDON ENGINE

Built after years of experimenting to give maximum power on minimum gasoline consumption, to operate with practically no trouble, and to be as cheap as an engine can be built consistent with quality workmanship. The "London" is the engine you want to sell, Mr. Dealer. Every part of the "London" engine is made in our own factory under expert supervision. It is assembled just as carefully as a high-grade automobile engine.

That's why the "London" is a Customer Maker and a Customer Keeper

We have some open territory for reliable energetic agents as distributors and sellers of this attractive engine. Write us to-day.

London Gas Power Company, Limited
32 York Street - London, Ont.

During the twine-shipping season trainload after trainload, sometimes several in a day, leave the works for the grain-growing sections of the United States and Canada, while at the piers thousands of bales are loaded into ships for use in Europe and in the Argentine.

Wherever grain is grown and modern methods are employed in the harvest, there the strong, even, troubleless Plymouth Twine is the choice of the harvester.

That Farmer You've Never Sold Before

HE would be a mighty good customer. His family is large, he is successful, he pays his bills, and he uses twine, but he has never traded at your store.

If you were a Plymouth dealer, the Plymouth sales service would go to his house. It would tell him all about Plymouth Twine—how good it is, how even, how free from knots—and it would direct him to your store for his season's supply.

Many a profitable connection has been built upon the foundation of a dealer's ability to supply Plymouth Twine.

Plymouth Cordage Co.
Welland, Canada

Canadian Distributing Agencies

W. G. McMahon
(Representing Lindsay Brothers)
Winnipeg, Man.

Hobbs Hardware Co., Ltd.
Toronto, Ont.

5-8

PLYMOUTH TWINE

This Dealer Canvasses by the Air Route

Methods of transportation in the retail farm machinery business are developing with the times. In the early days the dealer hitched up his nag to the buggy and went out through his territory. Later he cranked up his flivver and sped out the trail. Nowadays he spins the propeller of his aeroplane, looks at his prospect list and takes to the air. At least one dealer looks for business this way.

Arthur Weaver, Advance-Rumely dealer at Oakland, Nebraska, has purchased an aeroplane with which to canvass prospects in his territory. Both Mr. and Mrs. Weaver, who are shown in the photograph beside the machine, are air enthusiasts—Mrs. Weaver always accompanying her husband on trips. Both Mr. and Mrs. Weaver were present at the first dealer school held in La Porte, Indiana, last January.

With present supply conditions, early orders are wise.

Avery Company to make Light Motor Trucks

The Avery Company has completed arrangements to add, in the latter part of 1920, a one-ton motor truck to their output of tractors, tractor-drawn machinery and belt-driven machinery. For this purpose they have acquired the Bartholomew Company's plant at Peoria Heights, which has in the past years been devoted to the building of Glide automobiles.

The purpose of the Avery Company's entrance into the truck field is to put out a one-ton truck especially adapted to meet the hauling requirements of farmers and industrial firms, and under the new management the Bartholomew plant will be devoted entirely to the making of the Avery light one-ton trucks.

A Dealer, His Wife and Their Means of Chasing Business

Tractor Plant Institutes Course in Production

The John Lauson Mfg. Co., New Holstein, Wis., has instituted a course in modern production in their plant, which course is being given to all foremen. The object of the course is to improve the relations of the management with the foremen and therefore the men. By developing in the foremen a wider outlook not only on the functions of their own departments but also on the work of the whole plant and of industry in general it is hoped that they will become more effective in their important position in production.

The course, the details of which are under the general supervision of B. F. Arps, is being studied by 49 of the supervisory force, including factory manager, assistant superintendent, production manager, store keeper, foremen, general foremen, cashier, president, cost clerk, etc.

A Stone Gathering Machine

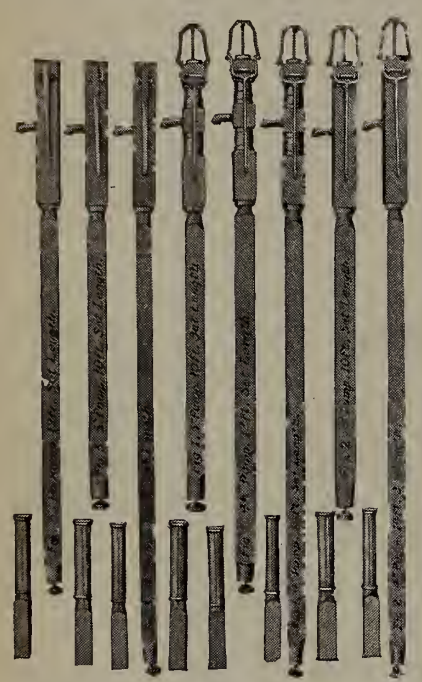
Stone gathering has ever been a job with great drudgery attached. What may eliminate this is a machine recently developed by an inventor at Zurich, Montana, who states that his machine will remove stones from a field while the operator sits on the seat and controls the team and levers.

Plows attached to the machine loosen the stones and they are elevated into the stone box. When full this can be dumped on the stone pile and another load gathered. Mr. Schroeder, the inventor, claims that his machine will clear from ten to twenty acres a day.

New Sales System for Lighting Plant Line

It is announced that distributors, dealers and buyers of Delco Light plants and water systems now are able to use the financing service of the General Motors Acceptance Corp. The plans are varied so as to fit every need of the purchaser.

The General Motors Acceptance Corp. is one of the units of the General Motors Corp., as is the Delco Light Company. The system is the same as that used with the automobile units of General Motors, with whose dealers the corporation is now doing business at the rate of over $100,000,000 a year.



Dealers!

Your Customers will soon be wanting a new Pump for Spring. Are you stocked with an assortment so that you can give them good service and a GOOD PUMP?

If not, let us ship you half a dozen or more.

Liberal Discounts.

A Profitable Line for Dealers to Handle.

Manitoba Engines Limited

BRANDON, MAN.

CAPACITIES: 25 TO 150 BUSHELS

Here we show our 1920 model 32-inch Bull Dog with Bagger and Power Attachment. . .

There's A Reason Why The Demand For

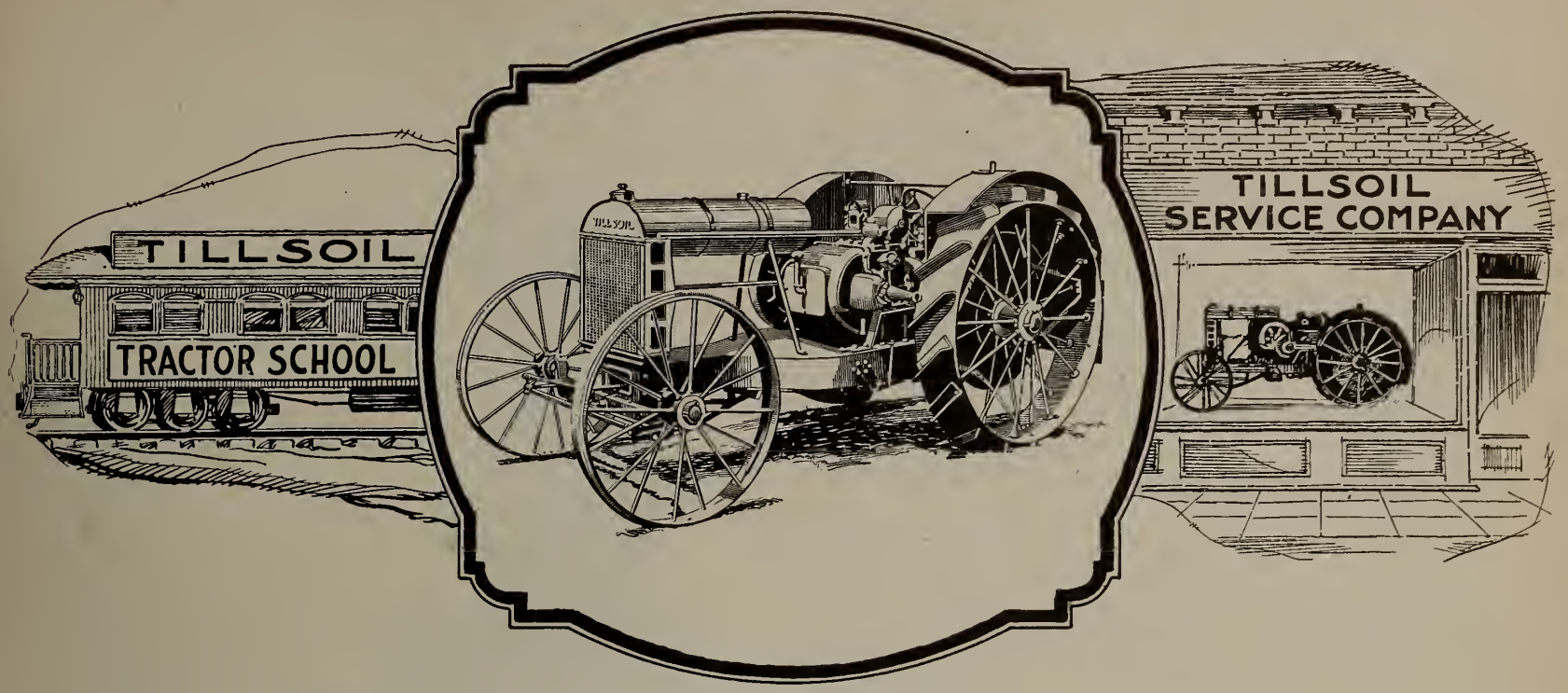
Bull Dog Fanning Mills

Exceeds the Combined Sales of all Other Mills Sold in Western Canada

Full Particulars of all Sizes on Request

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alta.

Twin City Separator Co. Ltd. Off Logan on Quelch St. Winnipeg, Man.



Announcing the—

Tillsoil TRACTOR

B. G. BAKER

Designed by "BARNEY" BAKER, *Veteran Tractor Man of Canada*

It was in 1910 that one of the first oil driven tractors was pioneered in Canada. A year previous to this, manufacturers of this machine sent a representative out into the field to determine what was demanded of a tractor in power, service and fuel economy.

This man who studied for months Canadian farming conditions, was B. G. Baker, better known in the West as "BARNEY" BAKER.

Following this investigation and the sale of a few tractors in 1910, complaints began to be made. Investigations showed that in the majority of cases it was not the fault of the tractors but that the farmers did not know how to operate them. Mr. Baker realized the great importance of *education* in the successful merchandising of power farming machinery. And it was here that Mr. Baker organized the *first, practical* tractor school.

The outgrowth of this unusual acquaintance with the Canadian power farming problem and years of experience in educating the farmer to operate a power driven tractor is this—

A tractor has been designed by Mr. Baker into which has been built all this knowledge and experience resulting from years of specialization in power farming machinery.

This tractor is the TILLSOIL—a practical, well-built 18-30 H. P. machine. It is light weight, so simple that any farm boy can operate it. The motor has 30% reserve power, is more accessible than any tractor yet built and is guaranteed to pull three plows anywhere under all conditions. Designed especially to burn kerosene economically under all loads, this tractor is the logical power unit for any kind of farm work.

Here are the ideals back of this tractor—

In order to better acquaint the farmers of Canada with the unusual features of the TILLSOIL Tractor, "BARNEY" BAKER has instituted a Traveling Tractor School that will bring this tractor and an education in its manufacture and operation right to your home town. Mr. Baker's wide experience in this work will assure the success of this large undertaking.

There will be a TILLSOIL Service Station in your locality to give a real power farming service with parts and service men. These stations will be managed only by men who have gained the reputation of giving conscientious service to farmers.

The TILLSOIL Tractor is built in Canada, financed by Canadian money and backed by years of experience acquired among the farmers of the Dominion.

"TILLSOIL Era"—published in the interests of motorized farming, with mechanical descriptions of the TILLSOIL Tractor, special articles about the organization and ideals back of the product will be mailed to you on request.

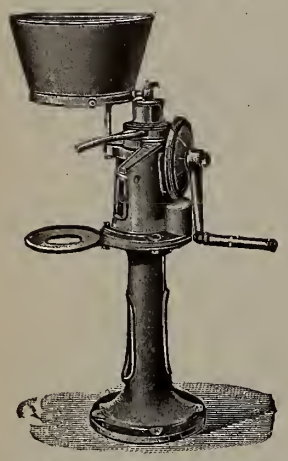
CANADIAN TILLSOIL FARM MOTORS, LTD.
Montreal, Canada

TILLSOIL SERVICE, Calgary
TILLSOIL SERVICE, Saskatoon
TILLSOIL SERVICE, Moose Jaw
TILLSOIL SERVICE, Winnipeg

Sell LISTER "PREMIER" Cream Separators

Made in Seven Sizes

Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour.



Short crank, easily turned. Aluminum discs — cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run, easy to clean, gets all the butter-fat. The "Premier" offers you a high-grade separator with skimming efficiency second to none. Send for the catalogue and prices.

Get Our Agency Offer

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

R. A. Lister & Company (Canada) Limited

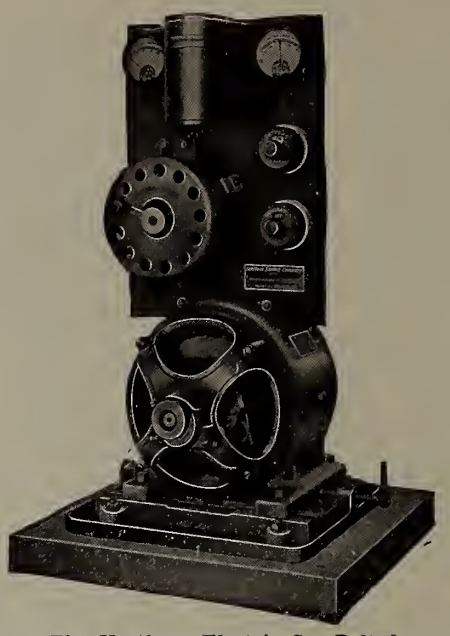
Winnipeg : : Toronto

A Compact Lighting Plant for Farm Use

The wide use of stationary engines on Canadian farms has created a demand for a reliable electric plant which can be operated from this source of power. To meet this demand, the Northern Electric Company, Limited, have placed upon the market their S-8 belted plant, which, with 16 cells of Titan storage battery gives twenty-four hours electric service on the farm. This belted plant contains all the measuring instruments regularly supplied in the largest installations. On the board are mounted a voltmeter, ammeter, reverse current relay, rheostat, and switches in the battery and generator circuit. The capacity of the generator is 800 watts at 40 volts, or 640 watts at 32 volts.

The plant is usually driven by a belt from the fly wheel of the engine so that the regular power pulley may be available for driving pumps, milking, or other machines. With a three or four horse power engine, a milking machine may be operated and the battery charged at the same time. With such an arrangement, the manufacturers claim that the extra cost for electric service is negligible.

Once electric lights are installed, the user will demand continuous service, and in order to provide lights at times when the engine would not be in operation,



The Northern Electric S-8 Belted Lighting Plant

the Titan service battery is furnished. This is made in two sizes, 120 and 216 ampere hours. The cells are glass jars with permanently sealed-in tops.

The advantages claimed for this type of equipment is that the man now using an engine need not purchase a new one, or in buying the engine the user can select the one he is most familiar with and best adapted for his other work.

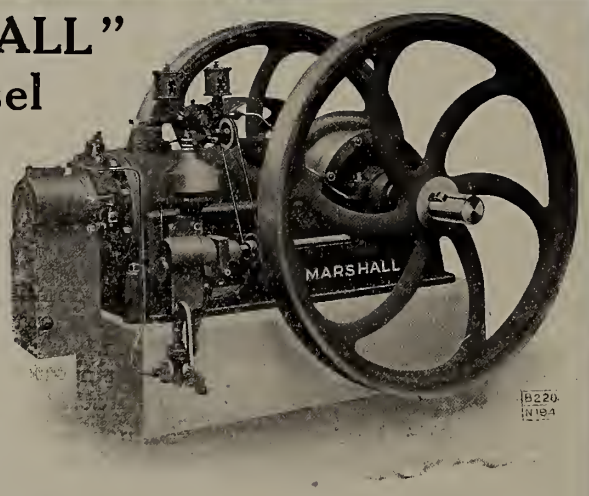
Western Members Discuss Machinery Importation

A meeting of western members of the commons held a caucus at Ottawa, April 30, to decide on lines of action with regard to the budget. The tariff came in for much discussion. It was proposed to eliminate the duty on small threshers, binders and farm household commodities such as washers, cook stoves, etc. To offset loss in revenue it was advocated that an evcise tax shall be levied. Such a tax, the members stated, would not make the farmer pay any more for the goods than at present, while the manufacturer would pay more taxes and still enjoy protection.

Another Ottawa report states that the customs department have sent new instructions to collectors in respect to the entry of tractors. In the past the tractors had to be only for "farm" use. In the case of tractors for road building purposes an additional duty was charged. Hereafter the tractor may be utilized for any purpose whatever.

Strangely, the more tired an automobile gets the better it goes.

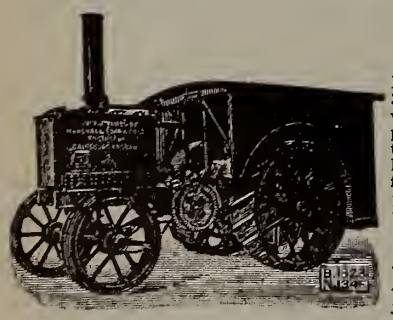
"MARSHALL" Semi-Diesel Crude Oil Engines



Sizes in stock: 10-12-16 and 20 B.H.P. The most efficient engines for electric lighting, pumping, sawing, flour mills and all heavy service. The farmer wants plenty power. Sell him a "Marshall" — real power economy. Automatic ignition. Easy starting. No poppet valves. Magneto or battery ignition. Ask for full particulars and prices.

"Marshall" Tractors and Engines are British Built and British Quality

Foremost for Service--in Peace as in War



Dreadnaughts of the Prairies

Made in two sizes: 16 Draw-bar H.P. with 30-55 H.P. on the belt, and 32 Draw-bar H.P. with 60-70 H.P. on the belt. For economical plowing, road grading or belt work the biggest tractor value sold. Our tractors are built like a battleship and run like a watch. Low fuel consumption; dependable. The dealer's profits are not absorbed by service as is often the case. Get special catalogue and investigate "Marshall" quality.

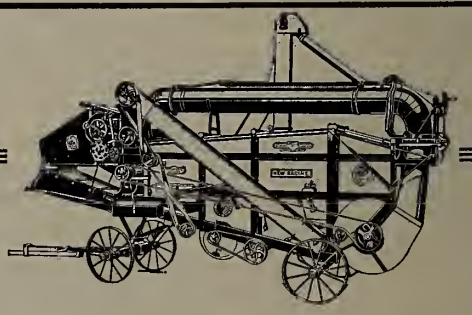
Dealers: Pay us a visit. We are located on Eleventh St. West and will be glad to show you our lines.

LITERATURE, PRICES AND PROPOSITION ON REQUEST

MARSHALL, SONS & CO. (CANADA) Ltd.

P.O. Box 1564 (ENGINEERS) Phone: 3393

SASKATOON, SASKATCHEWAN



New Racine Thresher

Most satisfactory for the Dealer because:

It Satisfies the Customer and Stays Sold

Operated with Small Crew---No Experting

Ideal for use with the Average Farm Tractor

Threshes Grain, Seeds, Peas, Beans, Etc.

Two Sizes—20x32 and 24x40

Manufactured Solely by the

BELLE CITY MANUFACTURING CO.

RACINE, WISCONSIN, U.S.A.

We can make a few good distributing contracts in Western Canada this year

THE

NEW McLAUGHLIN LIGHT SIX

—a longer wheelbase

—an improved motor

—improved spring suspension

—superior finish and trim

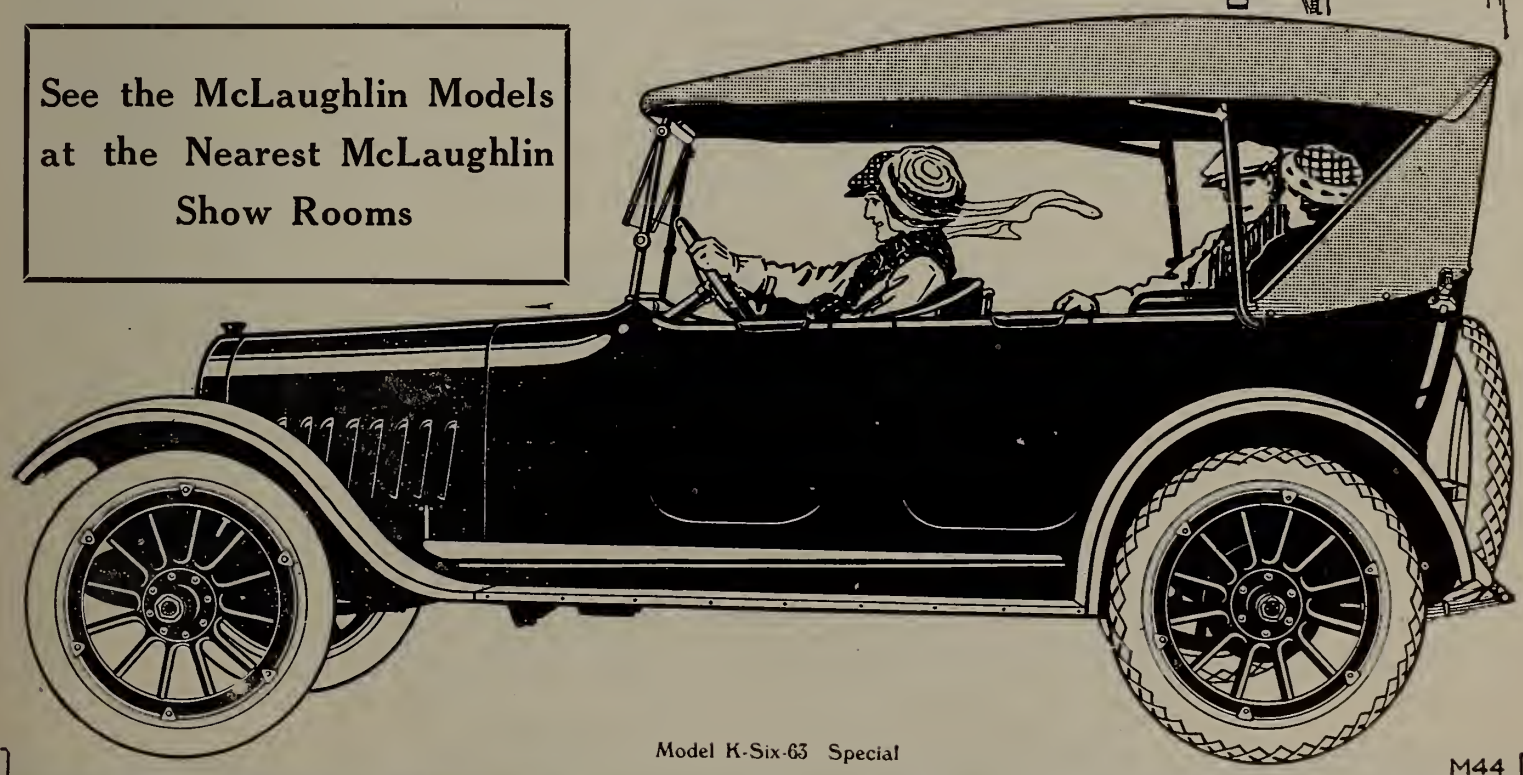
added to all the good qualities of the previous McLaughlin Light Sixes, make the K-6-63 the best buy in its price class.

Powered with the famous McLaughlin 44 horse-power over-head valve motor. Owners report from 20 to 30 miles per gallon and from 8 to 12 thousand miles on tires.

McLAUGHLIN MOTOR CAR CO. LIMITED
OSHAWA, ONT.

BRANCHES IN LEADING CITIES. *DEALERS EVERYWHERE.*

See the McLaughlin Models at the Nearest McLaughlin Show Rooms



Model K-Six-63 Special

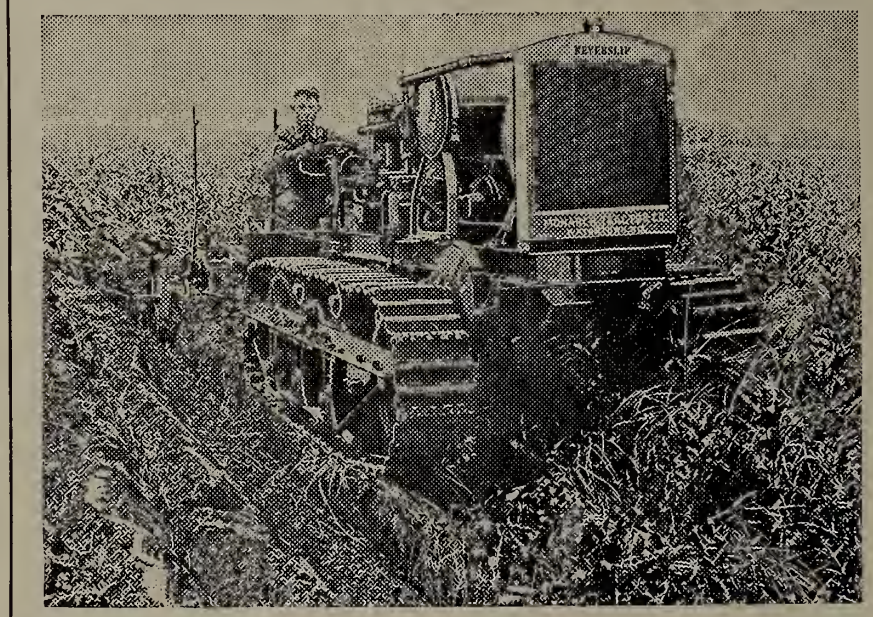
M44

The McLAUGHLIN LIGHT SIX

MONARCH NEVERSLIP TRACTORS

THREE SIZES: 16-9 H.P. 20-12 H.P. 30-18 H.P. FOR EVERY FARM USE

STRENGTH



TRACTION

The Monarch has Power to Spare

DEALERS handling MONARCH "Neverslip" Tractors know their customers need not fear the hardest conditions of ground or grade. They know that the principles of MONARCH construction insure its performance up to the full weight of capacity, under every working condition. Confidence in MONARCH power, strength and mechanical excellence helps MONARCH dealers build big, profitable tractor business.

Engine power in a tractor is only valuable in so far as it can be converted into TRACTION. The MONARCH Tracks give an irresistible grip on the ground and utilize the maximum of actual traction for the engine power developed. The tracks are made of wear-resisting Manganese Steel.

For Every Purpose—in Every Season

The motor and transmission on MONARCH Tractors are designed to meet the most drastic tractor requirements. Extra large bearings; slow speed, heavy-duty motors. Ample power for all belt work.

The MONARCH travels over soft, wet or loose soil, and does the work in early spring when other tractors could not operate. The MONARCH gets in the field first—and stays there even after the snow flies.
The dealer does not make good for the MONARCH—it makes good for itself on every job. In every territory where we are not represented we want an energetic dealer to sell MONARCH "Neverslip" Tractors. He must be a man who can handle big, profitable business—for MONARCH tractors sell easily—and stay sold.

If you can qualify, and are ready to assume leadership in your territory—don't wait but write at once for full particulars.

DEALERS:—Get the Monarch "Neverslip" Proposition

Manufactured by

MONARCH TRACTORS, LIMITED, BRANTFORD, ONT.

Western Canadian Distributors:

MONARCH TRACTOR SALES, LTD.

156 PRINCESS STREET WINNIPEG, MAN.

McCLENAGHAN & TAYLOR, Lethbridge, Alta. JONES TRACTOR & IMPLEMENT CO., Regina, Sask

French Government Gives Subsidies to Tractor Purchasers

The French government gives subsidies to agricultural societies or groups of cultivators purchasing farm tractors. The French law of 1915, which granted subsidies of 33 1-3 per cent, and that of 1917, giving 50 per cent of the cost to buyers of tractors, were war measures taken to assist in assuring production of food supplies, and funds for this purpose placed at the disposal of the Minister of Agriculture are no longer available. A decision has now been reached continuing the assistance to the extent of 25 per cent of the cost for tractors built in France and 10 per cent for those imported from foreign countries. Conditions of the grant are the employment of tractors under 25 horse power for three years and those of over 50 horse power for five years.

France has always imported 75 per cent of its agricultural machinery. The war hastened many tendencies and introduced many changes which favor the increase of this import trade, especially in the larger types of machinery. Tractors have been widely introduced and have become popular. Their sale will increase. There is also an undeveloped market for a special type of small tractor suitable for vineyard work.

Anticipate Good Threshing Machine Trade

A. Stanley Jones, manufacturer of small threshers and engines, purchased a plant in Saskatoon last June, and has been operating from there ever since. Saskatoon will, in the future, be headquarters for all this well known firm. Workmen are now tearing down the Blower plant in North Battleford preparatory to moving it also to Saskatoon. Mr. Jones it is stated, has built up a remarkable business in small threshers and engines. The Blower, previously manufactured at North Battleford, is now standard equipment on a number of small separators. Business in the lines of this firm is expected to be tripled in 1920. Dealers have recently been receiving the special announcements of this firm regarding 1920 contracts.

Canfield Governor for Fordson

The Dominion Motor Car Co., Ltd., Saskatoon, are announcing the agency for this governor. It is claimed to have a number of new features, and to be essential to successful operation of a Fordson tractor. There is a strong demand for such governors.

PASCO

PROFITABLE BUSINESS

Is yours by linking up with our Nation-wide Consumer Campaign on Pasco Wire Wheels.

6 Magazines
Circulation 90,000
8 Farm Papers
Circulation 370,000
23 Daily Papers
Circulation 1,000,000

All carrying Pasco Copy this month—a campaign so complete that every potential wire wheel user in the Dominion will be reached.

The outstanding merit of Pasco is being told in 10 impressive, clean-cut "Reasons for Pasco Popularity" that will appeal to every motorist.

Get ready for your share of the business by writing our nearest House for Stock Shipment.

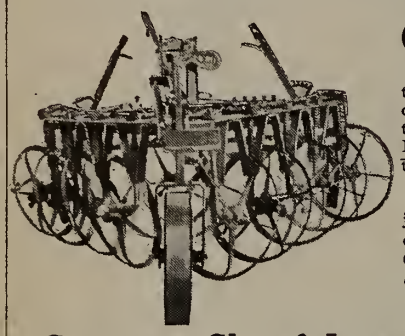
Northern Electric Company
LIMITED

Montreal		Regina
Halifax	Toronto	Calgary
Quebec	London	Edmonton
Ottawa	Winnipeg	Vancouver

Tractor Test Laws

In the United States it is reported that the Nebraska tractor test law is meeting with favor generally among tractor manufacturers. This calls for a draw-bar and belt test of all tractors sold in that state. There is a movement afoot to make the Nebraska law a national one in the United States. In case this movement goes through, it is thought possible that all tests for the entire country will be made at the University of Nebraska, and these ratings taken as official and final.

"New Era" Rotary Cultivators



Canada's Best Weed Killer

This cultivator pulls the weeds out or cuts the roots off under the ground, placing them on top, which the duck-foot, shovel-point or toothed cultivator does not do. Use the "New Era" Cultivator to clean the land of sow thistle, twitch grass, and all noxious weeds.

By use of the levers the open discs are adjustable to any angle and to cut any depth desired. Secure the sale of the "New Era" Cultivator in your locality. Good, liberal discounts allowed to dealers.

MANUFACTURED BY

Stewart Sheaf Loader Co. Ltd. 470 MARTIN AVE. WINNIPEG

Provincial Exhibition

BRANDON, MAN...

JULY 19th to 24th, 1920

ATTENTION! Canadian and American Manufacturers of Tractors, Threshing Machinery, Farm Implements, Farm Equipment, and all other lines of manufactured articles.

This Exhibition annually has the largest and most comprehensive display of farm machinery and equipment shown at any similar event in Canada. We invite you to keep your lines before the farmers and Implement Dealers of Western Canada, by arranging NOW for space at the 1920 Provincial Exhibition.

"It's where the Manufacturer meets the Buyer"

No charge for outside display space. Nominal charges for space in the Display Buildings.

Get your application for space in early.

WM. DOWLING, President.

W. I. SMALE, Secretary.

Spring Work Demands

MAX

Oil Wagon Tanks

Your customers are looking for something that will relieve them from the worry of the prevailing oil container shortage.

This is your opportunity to offer an article at a reasonable price that carries a nice profit.

Write To-day for Full Particulars

Western Steel Products Limited

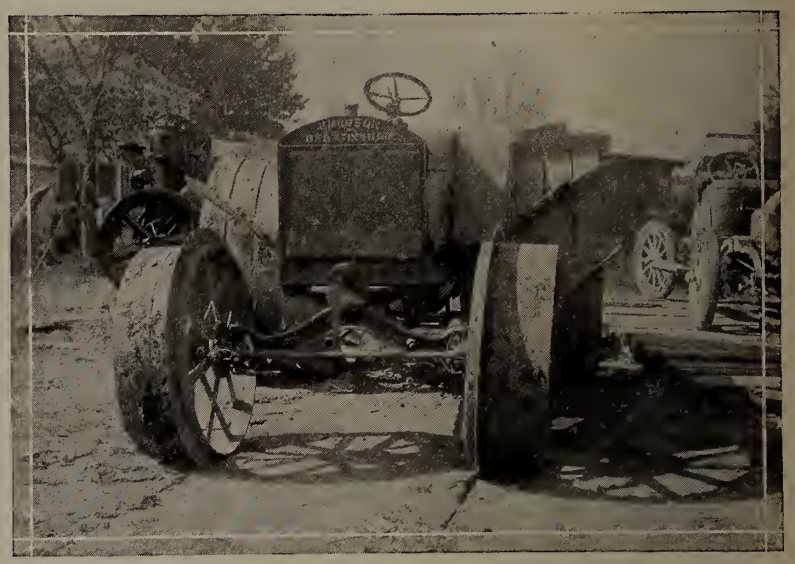
Formerly

Winnipeg Ceiling and Roofing Company Limited

WINNIPEG Man. REGINA Sask. CALGARY Alta. EDMONTON Alta.

This Tractor Navigates in Mud

Down in Arkansas, exceptionally muddy rice fields are encountered. This necessarily makes it hard going for the tractor, a factor that can only be met by the equipment of the machine with extra wide wheels. In this manner, a firm at Stuttgart, Ark., made the following alterations in an E-B tractor: Two additional extension rims were attached to the rear wheels, a cross brace and angle iron lugs being used. The front wheels were equipped with ordinary extension and guide rims. The traction secured prevents the machine from sinking in because the weight is so well distributed over a large area of wheel surface. It is difficult to imagine cultivated land on which this tractor could not operate successfully. Since the E-B model AA has all four wheels always running on the land, such an attachment is practical.



Tractor Equipped With Special Rims for Mud Travel

Insurance Concern Buys U.G.G. Stock

The sale of $750,000 of the six per cent twenty-year gold bonds of the United Grain Growers, Limited, to the Sun Life, of Montreal, was completed some time ago and the money has been received by the grain company.

The United Grain Growers, Limited, authorized some time ago an issue of $2,000,000 of 20-year 6 per cent securities. The remaining million and a quarter of bonds are held in reserve and will be sold from time to time as money is needed.

Covers and Tarpaulins for Farm Use

There has always been a good market for canvas covers and tarpaulins for use on the farm, and the strange thing is that this field has been but little exploited by the implement dealer. It is a line well worth developing, especially as regards the demand that could be secured for tractor covers.

A small percentage of tractor owners have sheds in which to keep them when not at work. The farmer would rather put a cover over the tractor at night when he has finished a day's work and protect it from the dew than guide it perhaps a mile or two miles, even if he does have shed room for the machine.

Covers for binders and other implements, it appears, would find a ready market. Thresher covers and tarpaulins for use about threshing machines can be sold. There should also be a good demand for canvas covers for motor cars and wagons.

Case Open Branch at Toronto

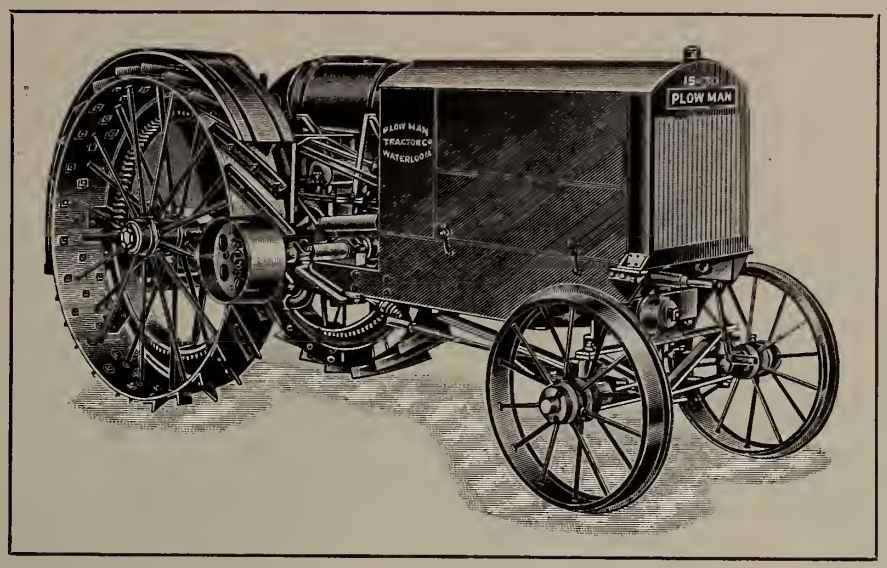
The J. I. Case Threshing Machine Co., Inc., Racine, Wis., have opend an Ontario branch at 345 Dufferin St., Toronto. A. H. Alfsen is branch manager. A complete line of Case machinery will be distributed from the new branch, including tractors, plows, tillage implements, threshers, hay balers, road graders, etc.

Constant Use of the Tractor

"Keep the tractor working" should be the slogan of every farmer, and the dealer is the one who must sell him on that slogan. The sale of a tractor should mean the sale of some tractor-operated machine every year; it is the basis of building up a profitable and large business.

YOUR OPPORTUNITY TO MAKE MONEY

33 1/3% Reserve Power



All Standard Construction

Dealers Pronounce the 15-30 Plowman the Greatest 3-4 Plow Tractor on the Market

IT IS THE verdict of farmers and dealers that counts — the men who operate and the men who sell the PLOWMAN TRACTOR. For over five years it has stood the test in every territory.

The first tractors made by the Plowman Tractor Co. are still in service. Repair orders are surprisingly small. Service calls are uncommon. The profit of Plowman Dealers is not absorbed by service expenses. The use of standard parts in PLOWMAN TRACTORS makes it easy for every owner to keep going in the rush of the season's work.

ALL-STANDARD FEATURES

- Plow Man "Buda" 4-Cylinder 4½ x 6 Motor for heavy duty service.
- Foote Transmission delivers the power without waste.
- Hyatt Roller Bearings reduce friction and save power.
- Perfex Radiator — quick constant Cooling.
- Stromberg Carburetor makes success of kerosene as fuel.
- Dixie High Tension Magneto, Impulse Starter, starts on quarter turn.
- Leonard Air Cleaner.
- Pivoted Front Axle provides flexibility for rough land.
- Automobile Type Control, easy to handle.
- Trouble-proof French and Hecht Wheels.
- Light Weight—approximately 5,000 lbs.

Dealers who sell tractors know what service costs. Ask Plowman dealers in your district what it costs them to serve the average owner. Liberal discounts mean nothing if you have to spend day after day fixing the tractor you sell. You don't have this drawback when you handle the PLOWMAN.

The PLOWMAN is the most popular-priced tractor of its kind. It is easy to sell. It is backed by a company of established reputation, and you are ensured prompt delivery and service from our Western Canadian Distributors, listed below.

We advise quick action. Get full information at once. Let us tell you how you can establish a fine business and make money by selling the PLOWMAN.

DEALERS: The Plowman Proposition will interest you. It is worth while. We want the ***best*** man in every town. Are ***you*** the man? Get the Agency now. We have the Tractors on hand ***now*** to fill your immediate orders. . . . . .

Write the Canadian Distributors:

The Northern Implement Co., Ltd. Winnipeg

Plowman Tractor Co. of Canada, Ltd. Regina

Edmonton Tractor and Implement Co., Ltd., Edmonton

Manufactured by Plowman Tractor Co., Waterloo, Iowa

Bissell Tillage Implements

We recently received several pieces of literature from the T. E. Bissell Company, Elora, Ont., illustrating and describing their special line of tillage implements.

This season the Bissell organization have added the Bissell packer and mulcher, stated to be the first implement of this type to be manufactured in Canada. This new machine is especially designed to pulverize, pack and mulch the soil, and is said to complete the preparation of any seedbed begun by the plow and improved by treatment from the disc harrow.

Bissell packers and mulchers are made in three sizes: 8, 10 and 14 feet. Two rows or gangs of revolving wheels are provided, each wheel being concaved to a sharp apex. The gangs are aligned so that the ridges of earth made by the wheels of the front gang are split in two by the wheels of the rear gang. The result is that the soil over which the machine passes is all thoroughly pulverized, packed and mulched. The soil is then in splendid condition for seeding, the tender shoots will be properly nourished and be able to easily find their way up and through the soil.

Bissell packers and mulchers are heavy machines, for the experience of the company shows that weight is essential in a packer. The draft is, however, light, for the end bearings on the machine are of the full roller bearing type, self-aligning and dust-proof. The eight-foot machine can be drawn by two horses; the ten-foot by four horses; and the fourteen-foot mulcher by six horses or a light tractor.

The Bissell Company was the first concern in Canada to make disc harrows for tractor use, and also the first firm in Canada to build the tandem or double-action disc. As far back at 1912 a battery of eight 16x16 Bissell disc harrows were used behind a tractor at the Dry Farming Congress at Lethbridge. A four-unit combination of Bissell harrows can be made up by combining the 12, 14 or 16 plate types. They can also be separated easily and used as single harrows or double-action tandems with horses or light tractors. The gangs are flexible, all centre strips and ridges being worked by the harrow.

The T. E. Bissell Company have been developing their disc harrows for the past 25 years. Starting when the two-horse harrow was the only size manufactured, to-day they furnish a harrow combination for every use—with horses or tractors. During the past few seasons the company have done a good export trade in disc harrows to the United States. Bissell harrows are in a great demand in Georgia, where they are extensively used for orchard cultivation. The Bissell three-in-one disc is a reversible extension harrow that can be used three ways. The dirt can be pulled from the tree, thrown to the tree, or the implement can be used as a regular 12-disc harrow for general cultivation. T. E. Bissell, head of the organization, in an interview with Canadian Farm Imlements, states that the company anticipate record production during 1920, with an especially good demand for their packers and mulchers.

WHEN ignition fails there are any number of places in which to look for the source of trouble. Users of Kingston Ignition Specialties have a minimum of the ordinary ignition troubles.

The RELIABLE KINGSTON magneto continues leader in its field. It is staunch, powerful, positive, durable. It is actually and not theoretically dust proof and water proof. It is at all times dependable.

Spark plugs, coils, magnetos, switches—every ignition device that bears the KINGSTON name must come up to a rigid standard of quality.

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

Branches; New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Ave.; Boston, 15 Jersey Street.

Carriage Factories Sell Plant

The Heney plant of Carriage Factories, Ltd., Orillia, Ont., has been sold to J. S. Fry & Sons, the chocolate manufacturers. J. B. Tudhope, president of the carriage concern, stated that the company felt that they had sufficient space available for manufacturing at other points where property was not so valuable, and concluded that it was a wise move to dispose of the Montreal plant.

FARMER JONES
Convertible Packer

THERE is no reason why all dealers can't get out right now and sell the Farmer Jones.

It's the real logical packer for every farmer's use.

Packs, harrows and mulches—all in one. Conserves moisture and prevents soil drifting. Wet, sticky soil and trash is thrown off.

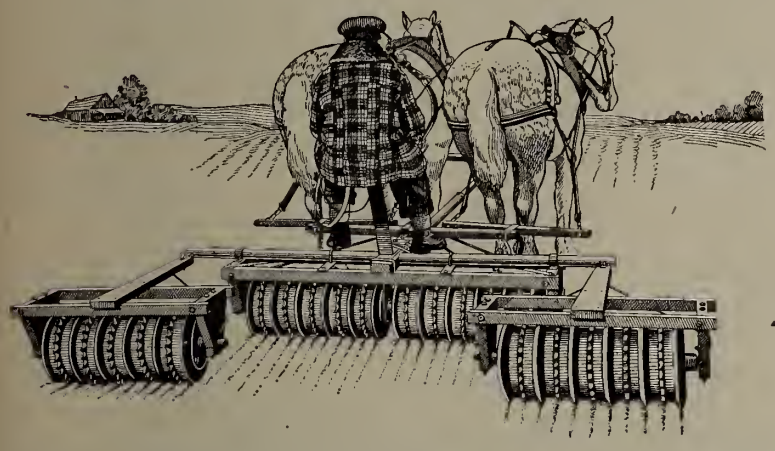
Made to fit any job. Remove mulcher wheels and you have a sub-surface packer.

Made in 11 ft., 15 ft. and 20 ft. sizes.

Christiansen Implements Limited

Cor. WILLIAM AND ARLINGTON **WINNIPEG, MAN.**

Also manufacturers of packers, for all size plows—and plow attached harrows



Every Tractor Owner a Prospect

LINCOLN
Separators

Size 24-46

The Cushman policy has always been to give their dealers and customers modern farm machinery best adapted to meet their requirements.

The Lincoln Separator is no exception. No expense has been spared in perfecting this separator.

It does all the work of larger threshers—and does it better.

Farmers who desire to pull their thresher with a 10-20 or 12-24 tractor will find the Lincoln Separator the ideal machine to use.

It threshes the grain well—and cleans it thoroughly—ready for market.

Strong and substantially built, it stands up under the hardest service.

Proper spacing of cylinder and concave teeth insures the threshing of all grain.

Optional Equipment—Hand Feed and Windstacker—or—full equipment as illustrated—Self Feeder and Windstacker.

The Lincoln Separator can be furnished mounted on the same truck with our 22 H.P. Heavy-Duty, Ball Bearing Engine. This combination is the best outfit on the market to-day.

Dealers—Write for full particulars. Read carefully about the important features—the simple construction—and the great durability of the Lincoln Separator. Get our attractive sales offer on this fast-selling, efficient separator.

Cushman Motor Works of Canada Ltd.

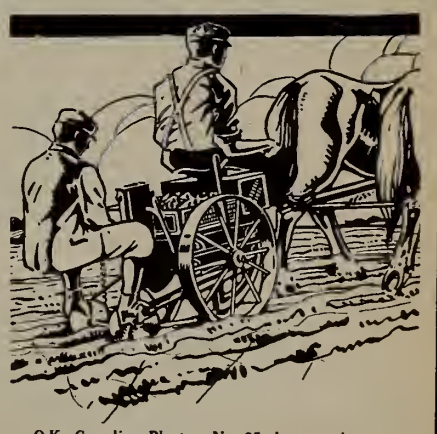
Builders of the Famous Cushman Light-Weight Engines.
Dept. E Whyte Avenue and Vine Street, WINNIPEG, MAN.
Distributing Warehouses:—
Toronto, Moose Jaw, Saskatoon, Calgary, Edmonton.

Tank Heaters
Straw Spreaders
Lincoln Saws
Incubators and Brooders
Auto Accessories
Tractor Plows
Combination Threshers
Light-Weight Engines
Lincoln Grinders
Vacuum Washing Machines
"Hoiland" Wild Oat Separators
Smut and Pickling Machines
Western Pulverizer, Packer and Mulcher
Wagner Hardware Specialties
Shinn-Flat Lightning Conductors
"Does-More" Lighting Plants
24-46 Separators
Lauson 15-25 and 15-30 Tractors

Profit by Potato Planters—*Now*

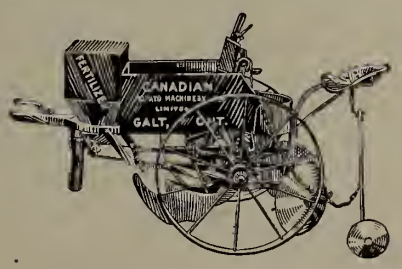
For years O.K. Canadian Planters have been one of the best selling lines the dealer can handle. We have a good stock on hand, and advise YOU to ORDER AT ONCE, as the prices of these machines may be advanced any day. Our quotation will interest you—but get our prices immediately.

More Potato acreage will be planted this year than ever before. The highest prices on potatoes in history assure that fact. In handling any acreage, O.K. Planters are efficient, save time and seed 3 to 4 acres a day with absolute accuracy. Write to-day or wire us your requirements.



O.K. Canadian Planter, No. 25, in operation

The O.K. Canadian Planter is the Farmer's Choice



EMERSON-BRANTINGHAM

- Tractors
- Walking Plows
- High Lift Sulkies
- High Lift Gangs
- Triple Gangs
- Tractor Plows
- Disc Plows
- Disc Harrows
- Manure Spreaders
- Grain Drills
- Harrow Carts
- Stationary Engines
- Osborne Mowers
- Osborne Rakes
- Osborne Binders

DEALERS!
Don't Delay in Ordering Your Haying and Harvesting Machinery

Emerson Haying and Harvesting Tools are second to none for strength, efficiency and durability. "Emerson" and "Osborne" Mowers and Rakes and Osborne Binders are lines with which you can get mighty profitable business this year. But the supply is restricted by production conditions. Specify your requirements ahead and protect your business and your customers.

We also Distribute : Tudhope Vehicles, Munro, McIntosh Vehicles, "Upsala" and "Tor" Cream Separators, etc.

Full Stock at All Branches. *For Agency Particulars, Address*

ANDERSON-ROE COMPANY, LTD.

164 PRINCESS STREET WINNIPEG, MAN.

REGINA SASKATOON CALGARY

Automobile Business Flourishing

In the country districts a very large percentage of implement dealers also handle automobiles. While production has been restricted to some extent due to shortage of raw materials, the sales in rural areas should be good this season. The farmer finds his car serves a two-fold purpose. It is a speedy means of getting to town for necessary goods, and affords pleasure and relaxation for both him and his family.

Dealers and jobbers anticipate selling 300,000 cars in the prairie provinces this season. In 1919 Saskatchewan lead the West for sales, buying 57,754 cars as compared with Manitoba's 33,896. From point of sales the former has been buying double the number of cars sold in the cities. Alberta, despite a poor crop year, purchased 34,362 cars in 1919, and British Columbia 19,050 cars.

While automobile production dwindled very perceptibly during the war period, automobile manufacturers are again gaining their feet, and the output in 1920 will no doubt surpass anything in history. To date manufacturers generally are behind their sales forces in quantity of output, but the time apparently is not far distant when they will catch up with the demand.

From the dealers standpoint, the number of cars in use offers dealers a great sales field in Western Canada to-day. In the accessories trade few garages handle such lines in a way that makes a strong appeal to the user. The garage is the natural source of supply of such goods, but most garages do not display the line in show cases or make attractive window displays, or use any merchandising methods in selling them. They simply depend upon the motorists coming there to buy because it is a garage.

Get your stock of automobile supplies into the limelight. The public is ready for shopping for accessories for summer use on the motor car, and the store that keeps that phase of its business to the fore just now naturally gets the business.

A New Tractor Catalog

We recently received a copy of their new catalog, No. 29, issued by the Eagle Manufacturing Company, Appleton, Wis. This twenty-eight page publication covers the tractor line of the company in a very complete way. Eagle tractors are clearly and concisely described, the text being interspersed with a variety of exceptionally fine half tone engravings, showing the component parts of the tractors and also the machines in operation in the field.

The first Eagle tractor was built in 1910, being equipped with a 60 h.p. 4-cyl. horizontal engine. Several of the models produced in that year are still in use. In 1913 an 8-16 and a 12-22 tractor were developed by the company, and in 1914 the 16-30 h.p. Eagle was produced. The company discontinued the production of the 8-16 h.p. tractor in 1916 and since then have concentrated upon the 12-22 and 16-30 h.p. sizes.

Extreme simplicity of design and accessibility are stated to be features in Eagle tractors. The aim of the manufacturers has been to produce a sufficient, dependable and practical tractor for general farm use. The highest standard of mechanical work is evident in the construction of Eagle tractors, which are especially designed to operate on kerosene. As well as performing haulage work, they are excellent for all belt power jobs. A double gear drive with all spur gear design are features in the transmission system.

The 12-22 Eagle weighs 7,500 pounds and the 16-30 9,300 pounds. These tractors are distributed in Western Canada by Jackson Machines, Ltd., Saskatoon. The Eagle Manufacturing Company report that they will be glad to mail any interested dealer a copy of their new catalog, which should be a nice addition to the catalog files of the Western Canadian trade.

British Tractor Makers Want Tariff

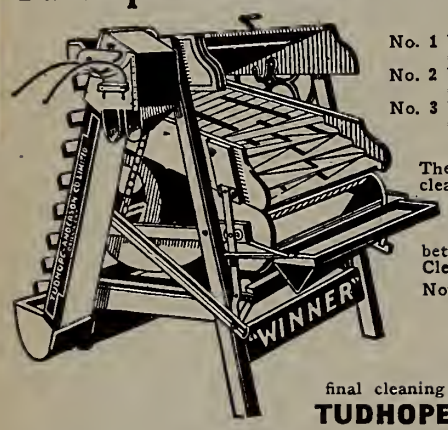
British tractor manufacturers recently presented their case to the British Board of Trade, asking the adoption of a tariff against imported machines. Sir Auckland Geddes pointed out to the delegation that on no account could the 33 1-3 per cent duty on automobiles be extended to commercial cars and tractors. He declared that ample protection, equivalent to 45 per cent was assured British tractor makers by the high cost of freight, packing and transport, and insurance and the rate of exchange.

New Avery Home in Denver

During all the time that the Avery Machinery Company of Denver, Colorado, have been selling Avery motor farming, threshing and road building machinery, they have always prided themselves on the class of salesrooms and offices which they kept. But they have just moved into a building which far surpasses their old one. The building from which they are now selling Avery machines in that city is said to be the largest exclusive power farming machinery house in the West.

Some people haven't a thing to do except ponder the woes of the world.

Tudhope-Anderson WINNER Fanning Mill



Built in three sizes:

No. 1 Winner, 24 inches. Capacity, 30 to 40 bushels per hour.
No. 2 Winner, 32 inches. Capacity, 40 to 60 bushels per hour.
No. 3 Winner, 40 inches. Capacity, 60 to 80 bushels per hour.

Supplied with or without Bagger.

The superiority of the "WINNER" has been clearly proven by the ever-increasing demand in the Canadian West. This can only mean that the users of grain-cleaning machinery (the ones who know) appreciate how much better the "WINNER" is than any other Cleaner. Invest in a "WINNER."

Notice—The original "WINNER FANNING MILL" has been manufactured in the past by the Tudhope-Anderson Co., Ltd., and they are authorized to market all such mills they may have on hand, or upon which royalty has or may be paid, in the final cleaning up of their Fanning Mill business.

TUDHOPE-ANDERSON CO., LIMITED

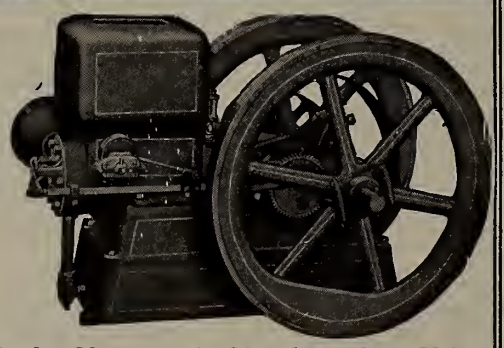
Assorted stocks carried at our warehouses:

Regina and Saskatoon, Sask. WINNIPEG Man. Calgary and Edmonton, Alta.

For free full descriptive circulars write Tudhope-Anderson Co., Limited, at any of the above-mentioned addresses.

JUMBO GASOLINE ENGINES

Over 100,000 in Use



Made in Sizes: 1½, 2½, 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. Get the Agency.

"LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 30 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.

Write Nearest Branch for Particulars

Manufactured by **Nelson Brothers Co.**
Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co., Ltd.
WINNIPEG REGINA SASKATOON CALGARY

PLOW SHARES
AT BARGAIN PRICES!

WE GUARANTEE THESE PRICES AND IMMEDIATE DELIVERY.

12" $2.75 14" $3.00 16" $3.25 18" $3.50

f.o.b. Winnipeg Cash with order

We can quote you Best Prices on

Harrows - Packers - Binder Canvases and Repairs - Binder and Mower Knives - Eveners - Hitches - Wood Goods, Etc. Harrow Discs and Rolling Coulters

The John F. McGee Co.
72 HENRY AVENUE WINNIPEG

See that this trade-mark (in colors) is on each side of the Stacker which you sell. It indicates the Grain-Saving Stacker, which puts your customers' grain in the sack and does not waste it in the straw stack.

The Grain-Saving Stacker Originated With the Indiana Manufacturing Company, Indianapolis, Ind., Who Also Originated the Wind Stacker.

Is your customers' threshing bill worth saving?

THE Grain-Saving Stacker saves enough grain to pay the threshing bill. The quantity of grain that by the old style wind stacker is blown into the stack is returned to the separator and saved.

The saving of this grain is another profit to your customer—clear velvet.

Threshermen and farmers have both proved the economy and worth of the Grain-Saving Stacker. They demand it on their separators. And as a further proof of these qualities, manufacturers of famous makes of threshers equip with the Grain-Saving Stacker.

Write to any of the leading manufacturers listed below. They will give you full information about this sterling profit-maker.

LIST OF MANUFACTURERS

Canada

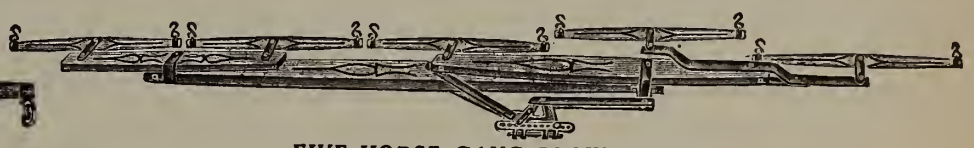
Robt. Bell Engine & Thresher Co., Ltd., Seaforth, Ont.
Dominion Thresher Co., Ltd., New Hamburg, Ont.
J. B. Dore & Fils., Ltd., Laprairie, Que.
Ernst Bros, Co., Ltd., Mt. Forest, Ont.
John Goodison Thresher Co., Ltd., Sarnia, Ont.
Hergott Bros., Ltd., Mildmay, Ont.
MacDonald Thresher Co., Ltd., Stratford, Ont.
Sawyer-Massey Co., Ltd., Hamilton, Ont.
Stewart Sheaf Loader Co., Ltd., Winnipeg, Man.
Wallace Machine Works, Ltd., Sussex, N. B.
Waterloo Manufacturing Co., Ltd., Waterloo, Ont.
R. Watt Machine Works, Ltd., Ridgetown, Ont.
George White & Sons Co., Ltd., London, Ont.

United States

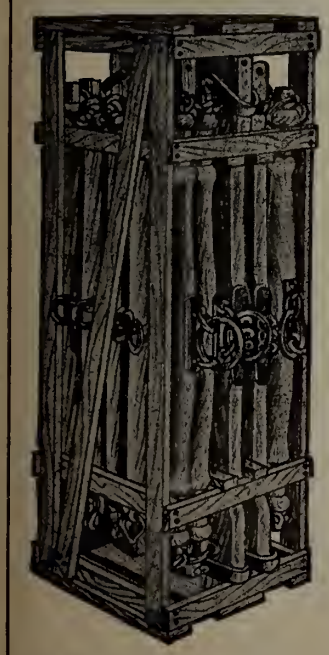
Aultman & Taylor Machinery Co., Mansfield, Ohio
Avery Company, Peoria, Ill.
A. D. Baker Company, Swanton, O.
Banting Manufacturing Co., Toledo, Ohio
Batavia Machine Co., Batavia, N. Y.
Cape Mfg. Co., Cape Girardeau, Mo.
J. I. Case Threshing Machine Co., Racine, Wis.
Clark Machine Co., St. Johnsville, N. Y.
Ellis Keystone Agricultural Works, Pottstown, Pa.
Emerson-Brantingham Co., Rockford, Ill.
Farmers Independent Thresher Co., Springfield, Ill.
A. B. Farquhar Co., York, Pa.
Ferdinand Machine Works, Ferdinand, Ind.
Frick Company, Waynesboro, Pa.
Harrison Machine Works, Belleville, Ill.
Huber Manufacturing Co., Marion, Ohio
Illinois Thresher Co., Sycamore, Ill.
Keck-Gonnerman Co., Mt. Vernon, Ind.
Leader Tractor Manufacturing Co., Des Moines, Iowa
Link Mfg. Co., Kansas City, Mo.
Minneapolis Threshing Machine Co., Hopkins, Minn.
Port Huron Engine & Thresher Co., Port Huron, Mich.
The Russell & Co., Massillon, O.
Russell Wind Stacker Co., Indianapolis, Ind.
Sawyer-Massey Co., Ltd. (U. S. Agency), Moline, Ill.
Southwest Mfg. Co., Oklahoma City, Okla.
Swayne, Robinson & Company Richmond, Ind.
The Westinghouse Company, Schenectady, N. Y.

GREGG WOODS GIVE SATISFACTION!

COMBINED TWO AND THREE-HORSE EQUALIZERS

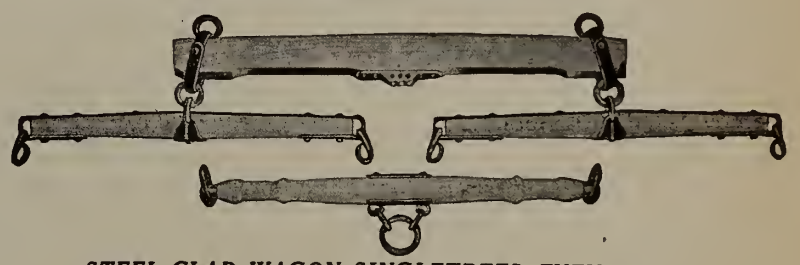


FIVE-HORSE GANG PLOW EVENERS



Crated Sets of Steel-Clad Wagon Singletrees, Eveners and Neckyokes

—AND SATISFACTION ENSURES STEADY SALES AND REPEAT ORDERS FOR THE DEALER. YOU'VE PROVED THAT FACT!



STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

We have a Hitch to Suit any Haulage Necessity

Beauty in Wagon and Implement Woods may be only skin-deep. But—remember this—when hard wear and enduring service have worn the varnish and paint from GREGG Wood Goods they go on day in, day out, helping the farmer haul the load—strong, dependable, reliable. The Quality is there before the paint goes on, because beneath it we use the finest selected hardwoods, of which we carry the biggest stock in Western Canada. Gregg Woods are a line you can handle with pride and profit. The customer comes back, because he has proven that "Gregg Quality Always Pays."

The GREGG Line Comprises :

Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in Crated Sets; Plow Doubletree Sets, 3 and 4-Horse Hitches, 3-Horse Wagon Eveners, 5 and 6-Horse Tandem Eveners. WAGON HARDWARE: Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

Write Your Jobber. Specify GREGG

You will Save Money by placing Your Orders at Once

GREGG Manufacturing Co. Ltd.

WINNIPEG : : MANITOBA

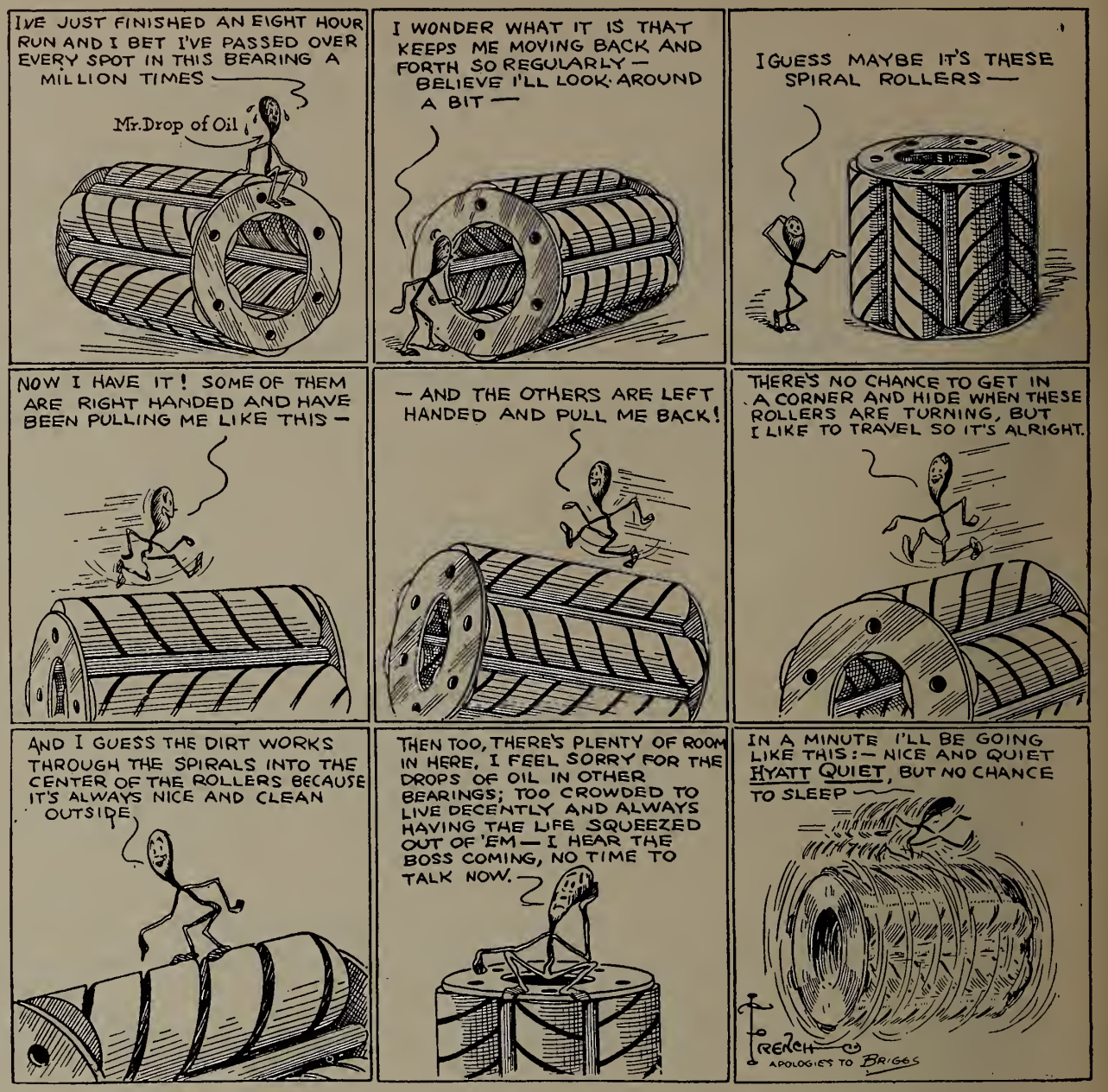
When a Drop of Oil Meditates

In connection with popularizing its product, the Hyatt Roller Bearing Company is using the cartoon idea to good advantage. A roller bearing falls under that class of products that the buyer of machinery seldom sees. This is particularly true of the Hyatt bearing because it is designed in such a manner as to require no special attention for lubrication or adjustment.

Popularizing such a product in the minds of the public can only be accomplished through educational advertising, building an atmosphere around the product, telling what it does, how it does it, etc. The Hyatt bearing differs from other bearings in the matter of the spiral roller which serves to distribute the oil, cushion the road shocks and keep the working parts clean.

This important feature was difficult to explain until the cartoon idea suggested itself. The treatment, although not without a touch of humor, sets forth a purely mechanical subject in a most interesting and impressive manner.

I wonder what a Drop of Oil thinks about——


IVE JUST FINISHED AN EIGHT HOUR RUN AND I BET I'VE PASSED OVER EVERY SPOT IN THIS BEARING A MILLION TIMES
Mr. Drop of Oil
I WONDER WHAT IT IS THAT KEEPS ME MOVING BACK AND FORTH SO REGULARLY — BELIEVE I'LL LOOK AROUND A BIT —
I GUESS MAYBE IT'S THESE SPIRAL ROLLERS —
NOW I HAVE IT! SOME OF THEM ARE RIGHT HANDED AND HAVE BEEN PULLING ME LIKE THIS —
— AND THE OTHERS ARE LEFT HANDED AND PULL ME BACK!
THERE'S NO CHANCE TO GET IN A CORNER AND HIDE WHEN THESE ROLLERS ARE TURNING, BUT I LIKE TO TRAVEL SO IT'S ALRIGHT.
AND I GUESS THE DIRT WORKS THROUGH THE SPIRALS INTO THE CENTER OF THE ROLLERS BECAUSE IT'S ALWAYS NICE AND CLEAN OUTSIDE
THEN TOO, THERE'S PLENTY OF ROOM IN HERE, I FEEL SORRY FOR THE DROPS OF OIL IN OTHER BEARINGS; TOO CROWDED TO LIVE DECENTLY AND ALWAYS HAVING THE LIFE SQUEEZED OUT OF 'EM — I HEAR THE BOSS COMING, NO TIME TO TALK NOW.
IN A MINUTE I'LL BE GOING LIKE THIS: — NICE AND QUIET HYATT QUIET, BUT NO CHANCE TO SLEEP —
FRENCH
APOLOGIES TO BRIGGS

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

W. A. H., Sask.—Several different types of tractor safety hitch were advertised during the past year. If hitch has no distinguishing mark, send us sketch of design and we can locate the maker.

J. D. B., Sask.—Paris plows are no longer being manufactured. No repair stocks are available. You can, however, get duplicate shares to fit these plows.

J. M. M., Sask.—We believe that the disc plow with scrapers, D121, is an old style Hapgood. If so, repairs can be had only from the Hapgood Plow Co., Alton, Ill.

E. C. H., Alta.—Regarding disc harrow with bearing parts, DS-52 and DS-134. If your numbers are correct, it may be an old style "Kingman" disc. In this case you may be able to get repairs from the Martin and Kennedy Co., Kansas City, as the Kingman line is no longer being manufactured.

W. H. H., Sask.—The "Domo" is a Swedish-made cream separator. It is manufactured under another name in the United States. You can procure the necessary parts from Domo Separators, Limited, St. Hyacinthe, P.Q.

J. A., Sask.—The Tiger grain drill is no longer being handled in Canada. For parts write to the Tiger Manufacturing Company, Beaver Dam, Wis.

S. K., Sask.—Plow with castings marked D18, D12 and D142, may be one of two types. The numbers correspond with those of the old style Hancock plow, or for a plow made by the Hapgood Plow Company, Alton, Ill. Repairs for the Hancock plows are still carried by the Bateman-Wilkinson Plow Co., of Toronto, Ont. In either case, address the factory.

C. D. G., Man.—Spring tooth cultivator, with clip C-75, is most likely an Emerson type which is now obsolete. You might be able to get repairs from the Emerson-Brantingham Implement Co., Rockford, Ill.

J. A. T., Man.—For particulars regarding two wheel automobile trailers, address McDonald and McKinnon, 156 Princess St., Winnipeg.

A. W., Sask.—The distributors for the Empire Cream Separator in Western Canada are Robinson-Alamo, Ltd., Winnipeg. You should apply to them for the necessary repairs.

H. R., Man.—Repair parts for the Chatham fanning mill can be had from Gray-Campbell, Ltd., Moose Jaw, Sask. The "Campbell" buggy is also handled by this firm.

E. & B., Sask.—Casting 2618 is for a 12-inch level lift J. I. Case gang plow. For prompt delivery of part, address the J. I. Case Plow Works, Minneapolis, Minn. This branch can supply you.

D. A., Man.—You can secure repairs for the "Little Genius" gang plow from the nearest branch of the International Harvester Co. of Canada. P. & O. plows are now produced by this company.

W. C. R., Alta.—Repairs for the "Monitor" seed drill can be had from the John Watson Mfg. Co., 311 Chambers St., Winnipeg. They carry repairs for all lines of the Moline Plow Co., who manufacture the above drill.

M. and S.—You can secure a power attachment for a No. 1 Hero fanning mill from the Twin City Separator Co., Winnipeg, Man.

R. and N., Sask.—We have no record of a feed chopper known as the "Diamond Queen." This may, however, be one of a line formerly manufactured by the New Winona Mfg. Co., Winona, Minn. We advise you to forward particulars to this firm.

J. D., Man.—The Wisconsin tractor is being handled in this province by the Herron-Cooper Co., Board of Trade Bldg., Winnipeg.

"Van Slack" Brush Breakers.—J. L. T., a subscriber, in last issue asked who manufactures this breaker. It is made by the Edmonton Iron Works, Ltd., Edmonton. We thank the following for information: Thos. A. Chapman, R. R. Farrell, J. A. Code, Turner Tractor Sales Co., Winnipeg, and others.

S. L., Man.—You can get information on bodies for motor school vans from the Lawrie Carriage Works, Winnipeg.

M. F. W., Man.—Opinions differ, but when one considers what a tractor is exposed to in the field, he can hardly advocate open gearing. Years ago we abandoned the chain as an automobile drive. It appears to-day on a few trucks. Tests made some years ago to compare the efficiency of chain versus gear drive in bicycles show that the advantage is slightly in favor of the chain when it is always clean and well lubricated. It was, however, shown that a dirty chain will give a much lower efficiency of transmission than an enclosed bevel gear drive which is always running in lubricant. This also, from a mechanical standpoint, must be true of the tractor.

Signs of the Times

The Milburn Wagon Company, of Toledo, Ohio, has decided to enter the motor truck field, and they will handle the line of "United States" motor trucks. In making this announcement, the company says:

"Vehicle manufacturers who think things through have already realized that the motor truck has supplanted the heavy horse-drawn wagon for use outside the farm. To-day the farmer is thinking how he can make use of motor truck transportation.

"We believe the vehicle and implement dealer who, in the past, has sold wagons to the coal-man, the contractor, and the farmer, is the local distributor of motor trucks. Business is done on confidence, and who more firmly holds the confidence of the business public and the farmer than the implement dealer?"

Boosting one's home town and bragging about it are two different functions.

To The International Agent:

THE hay crop is flourishing in the field. See that no grass grows under your own feet. The hay crop points the way for the International agent to build an ever-widening circle of satisfied customers using International Harvester haying machines—a line that for nearly a century has held its reputation for the highest standards of quality.

Make the most of the opportunity given you by the coming haying season. Scatter the best mowers and rakes over your territory—machines with these old, tried, and trusted names: *McCormick* and *Deering*.

Your hay tool customers know very well that *McCormick* and *Deering mowers* and *rakes*, and *International combination side-delivery rakes* and *tedders, loaders, sweep rakes, stackers*, etc., will give thorough satisfaction. This knowledge is one of the standard facts in agricultural life.

Teach prospects why air-curing has sun-drying beat all hollow when they use the International side-rake and tedder, followed by the International loader. In these haying machines, you have a great ready-made sales force. With a very little stimulation your sales may be raised to the maximum. Let your branch house help you.

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST JOHN, N B.

GD

He Thinks *That Way, Too!*

Look for the Eagle
—our Trade Mark

POWER equipment has done more than put speed and system into farming. *It has put speed and system into the farmer's head.* And every new day makes him a better customer—better for *you* if your thinking so runs ahead of his that you are ready with what he needs, when he needs it.

Grand Detour Tractor Plows make a real appeal to the business farmer—they are business-like and thorough-going themselves! Every one you sell sets your store farther ahead as the tractor-equipment center of your town; every one nets you a good, clean profit and helps sell others.

The Grand Detour line is backed by 83 years of continuous success in plow-building—83 years of solid, constant improvement. The 1920 line is better than ever. We'll gladly supply particulars.

J. I. CASE THRESHING MACHINE CO.
DIXON, ILLINOIS

Grand Detour Plow Division ***Established 1837***

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Racine, Wis. *and all branches*
AVERY CO., Peoria, Ill. *and all branches*
ADVANCE-RUMELY THRESHER CO., Inc., La Porte, Ind. *and all branches*

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 6 WINNIPEG, CANADA, JUNE, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

Canadian Livestock Holdings Decline

The total value of farm live stock in Canada is estimated at $1,296,600,000 for 1919, compared with $1,326,000,000 in 1918. In other words our live stock production declined rather than increased.

Any one of our 400 branch managers will be glad to assist you in your farm financing problems.

UNION BANK OF CANADA

HEAD OFFICE : : WINNIPEG

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corpn., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

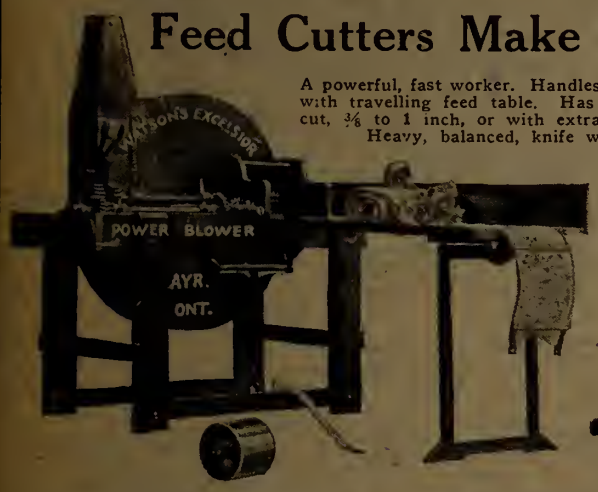
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Watson's "Excelsior" Power Blower Feed Cutters Make More Sales



A powerful, fast worker. Handles 6 tons per hour. Equipped with travelling feed table. Has 13-inch throat. Length of cut, ⅜ to 1 inch, or with extra gears, 1½ to 3½ inches. Heavy, balanced, knife wheel. Large feed box and well fitted feed rollers. One lever starts, stops and reverses. Knives and gearing fully enclosed. Special English steel knives. Get full particulars of these fast selling machines.

John Watson Mfg. Co. LIMITED

311 CHAMBERS ST., WINNIPEG, Man.

Repairs for Moline Implements

Moline Plows—Moline Disk Harrows—Mandt Wagons and Farm Trucks—National and Mandt Manure Spreaders—Monitor Drills—Moline Engine Gangs—Adriance Binders, Mowers and Rakes.

Genuine Moline "ACME" Shares

The original soft center share. Give perfect wear. Order your stock now.

JANESVILLE REPAIRS

We carry a full line of repairs for Janesville Plows, Disc Harrows, etc.

SEND US YOUR REPAIR ORDERS

FITTED PLOW SHARES

Shares Stocked at Regina for every make of Plow

PLACE YOUR ORDER TO-DAY

HARROW TEETH PAINTED AND VARNISHED
EVENER WOODS PLOW HITCHES WAGON SETS

CHRISTIANSEN IMPLEMENTS
Land Packers, Mulchers and Plow Harrows

The House of Quality *We Ship Daily*

Write for Latest Catalogue

Western Implements Limited

1434 Broad Street North Regina, Sask.

The Report for 1919

of The Great-West Life Assurance Company is now in print, and will be mailed to any interested person on request.

It records a year of remarkable success—success founded upon twenty-seven years of remarkable

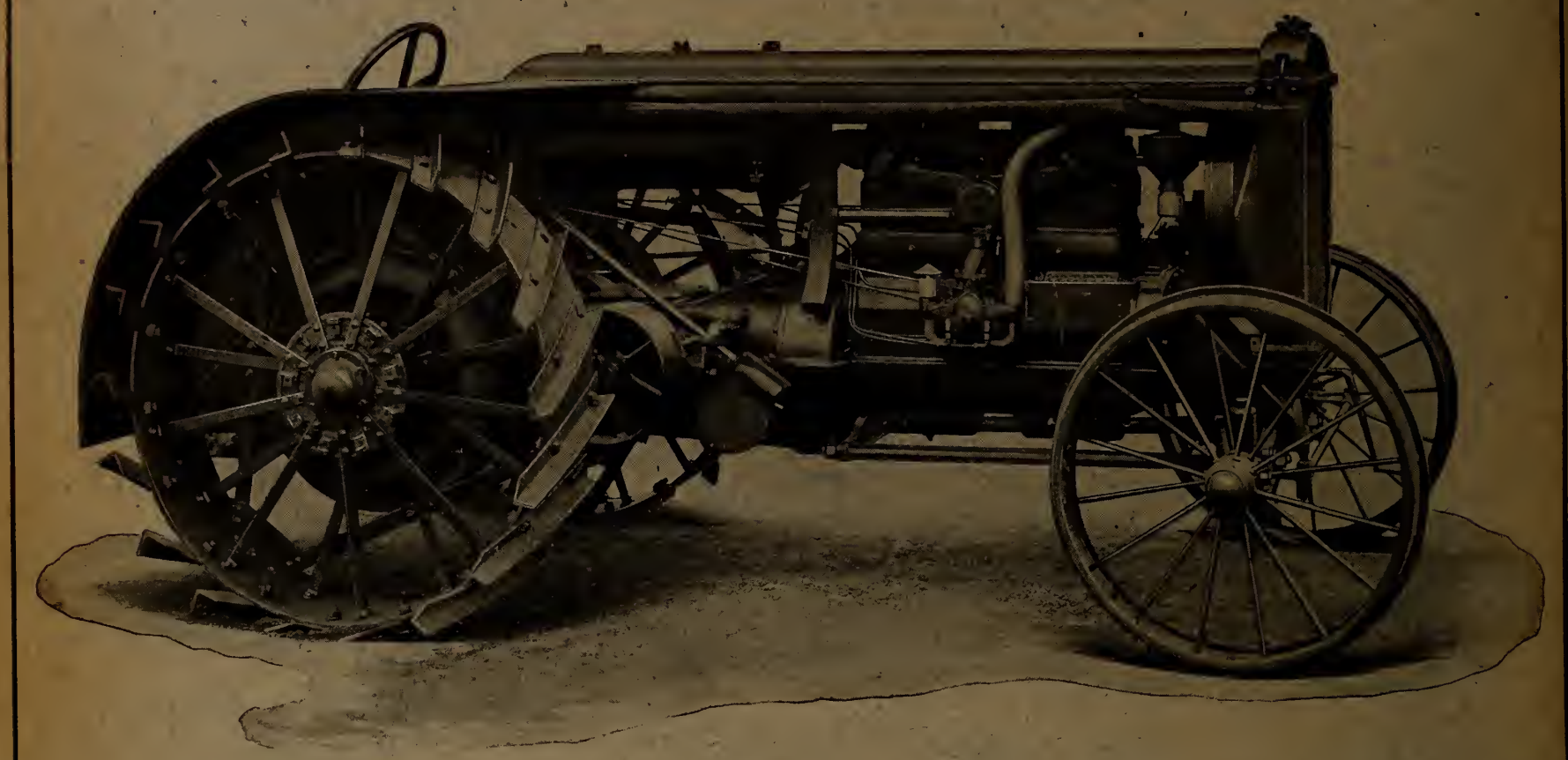
RESULTS TO POLICYHOLDERS

Over $226,000,000 of Insurance is now held in force by

THE GREAT-WEST LIFE ASSURANCE CO.

HEAD OFFICE : : : : : : WINNIPEG

ALLIS-CHALMERS TRACTORS



THINGS EVERY TRACTOR DEALER SHOULD KNOW

You are making up the lines you will handle. Be sure that the connection ——— you make will prove a *satisfactory one.* ———

LOOK FOR BUSINESS REPUTATION The Canadian Allis-Chalmers Limited and the Allis-Chalmers Manufacturing Company have been known throughout Canada for 65 years as one of the largest manufacturers of quality machinery in the world.

LOOK FOR MANUFACTURING ABILITY The huge Allis-Chalmers plants, equipped with the most modern machinery, are complete for quality production on a quantity basis.

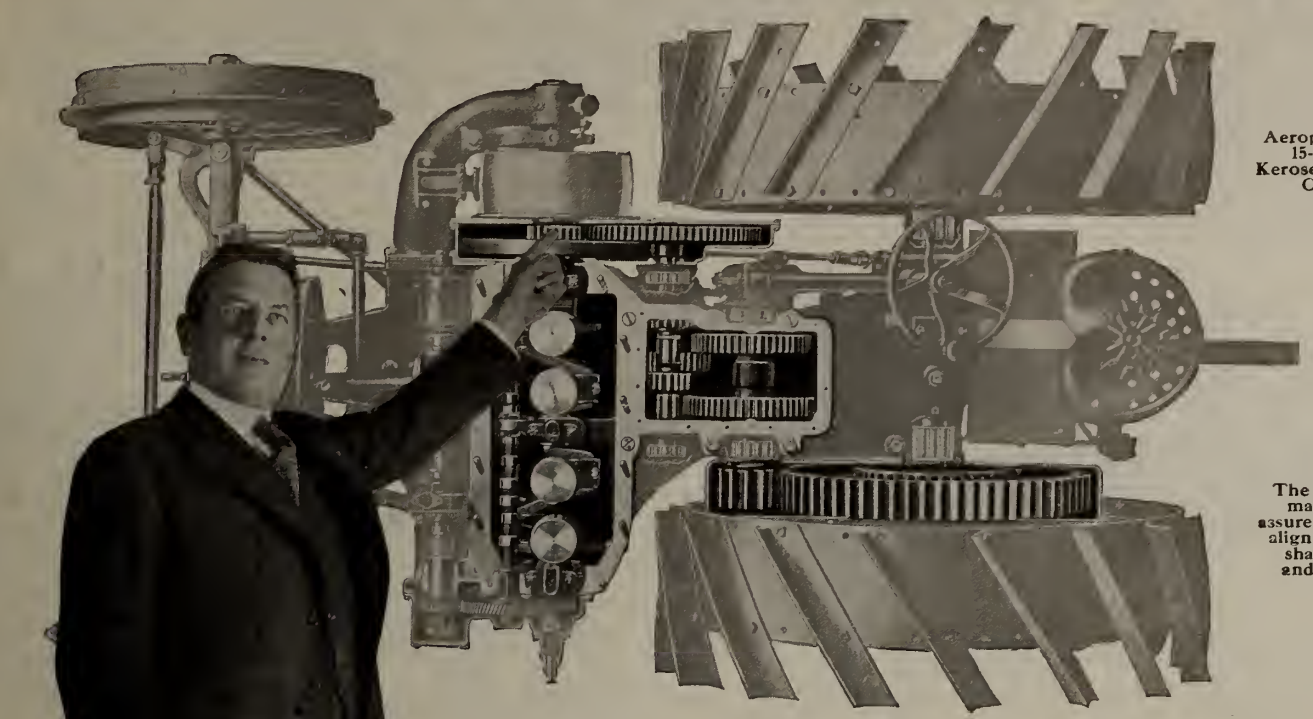
LOOK FOR TRACTOR VALUE Study every detail of design—don't be sold on sales talk—see with your own eyes —over $3,000,000.00 have been spent in perfecting Allis-Chalmers Farm Tractors.

LOOK FOR ADAPTABILITY Two models are offered to you—the 18-30, a big 4-plow tractor, will pull 4 plows and pull them fast. It has well over 30 H.P. for belt work. Its Allis-Chalmers 4-cylinder valve in head motor shows great economy on kerosene at all loads. All moving parts enclosed and dirt proof. It has removable cylinder walls, roller bearings throughout and all other modern features. An Allis-Chalmers product from radiator to draw bar, officially proven a leader in the tractor field. Weight 6,150 lbs. And the 6-12 General Purpose, a one-man tractor that may be used with any standard implement already on the farm requiring 4 horses or less.

Canadian Allis-Chalmers, Limited

Head Office: 212 King Street W., Toronto

DEALERS: If in Alberta, see us at Calgary Exhibition, June 26—July 3 and Edmonton Exhibition, July 5—10



Aeroplane View 15-27 Case Kerosene Tractor Chassis

The one-piece main frame assures permanent alignment of all shafts, gears and bearings

Cut Steel!

YOU'VE got something to tell your prospect about the superiority of the Case Kerosene Tractor. Its snappy lines and handsome finish are very attractive to the eye, but away down inside, sealed beyond the reach of dust or daylight, are the work and wear-defying "innards" that give your customer all his money's worth, and more. Show him!

Start with the source of power—the motor mounted cross-wise on the frame. This permits *spur gears* throughout—the best and simplest transmission possible in a tractor. No chains, sprockets or bevel gears between crank-shaft and bull-gear.

Take your prospect along this path of power transmission. Be sure he understands that each gear is fine steel; that each tooth is precisely cut; and finally, that the entire transmission system runs in lubricant—in dust-proof housings.

So, throughout the entire machine. Each part of all sizes of Case Kerosene Tractors is the best that can be produced for its purpose, in material, workmanship, design—and in ease of selling demonstration to the prospect.

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

CASE

TRADE MARKS REG. U.S. PAT. OFF. AND IN FOREIGN COUNTRIES.

KEROSENE TRACTORS

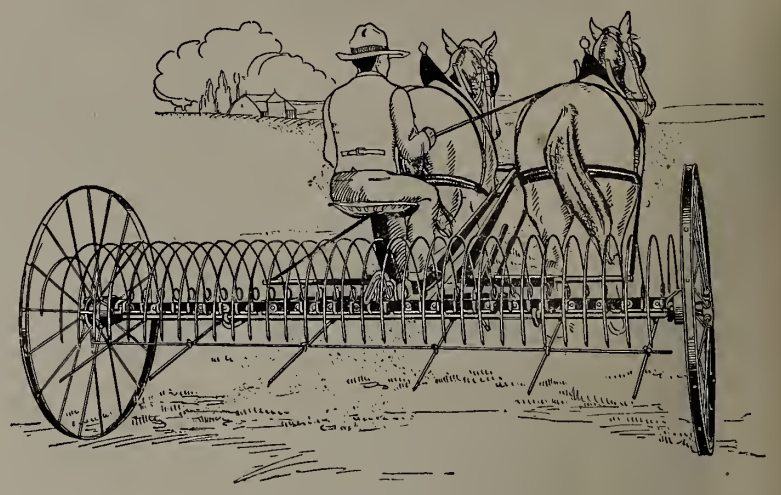
Look for the EAGLE Our Trade Mark

J. I. CASE THRESHING MACHINE CO., Inc.
Dept. M-6, Racine, Wis., U. S. A.
Making Superior Farm Machinery Since 1842

FROST & WOOD MOWERS AND RAKES

Haymaking machinery has been a specialty for many years with the Frost & Wood Company. To-day their designs are as nearly perfect for Canadian requirements as mechanical skill can make them and the quality of materials and the Canadian workmanship are such as to make them the most popular in Canada. Any time you sell a Frost & Wood Mower, Rake, Side Delivery Rake, Loader, etc., you have made a profitable, permanent sale that means a satisfied customer.

FROST & WOOD MOWER, with improved cutter bar, splendid bearings, famous F & W "Internal Drive" Gear. Easily handled, light draft, cuts any kind of a crop. Most popular Mower in Canada.



FROST & WOOD RAKE, all-steel, strongly-braced, light-draft. Highly tempered steel teeth have high clearance so as not to drag on windrow when dumping.

Western farmers have had a lesson in the value of hay this season. That's going to mean more hay grown and a big demand for Frost & Wood implements. We want to show you the real money makers you have in the big, complete Frost & Wood line. Splendid reputation, highest quality, persistent advertising, are here ready to bring the dollars into your bank account. Let us send you full information.

Cockshutt Plow Company, Ltd.

WINNIPEG, REGINA, SASKATOON, CALGARY, EDMONTON

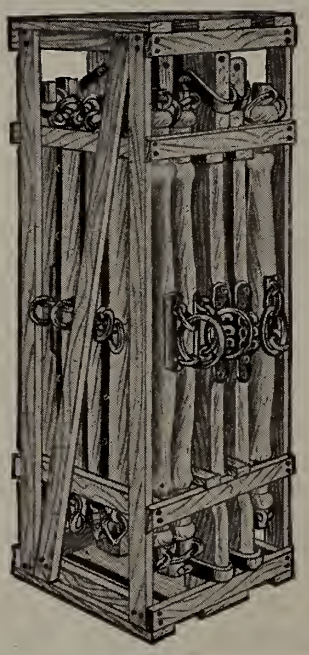
GREGG WOODS

Wagon and Implement

The dealer who handles Gregg Woods is ensured steady, satisfactory sales and repeat orders. They are foremost in quality, materials, strength and finish.

Quality

Despite the difficulty in procuring hardwoods, our great purchasing facilities assure the maintenance of Gregg quality in the specially selected woods we use. We have one of the largest stocks of hickory, oak, rock elm, maple and other hardwoods in the Dominion. For real value and service Gregg Woods are the best buy for the farmer, hence the best line for the dealer to handle. Specify them when you order.



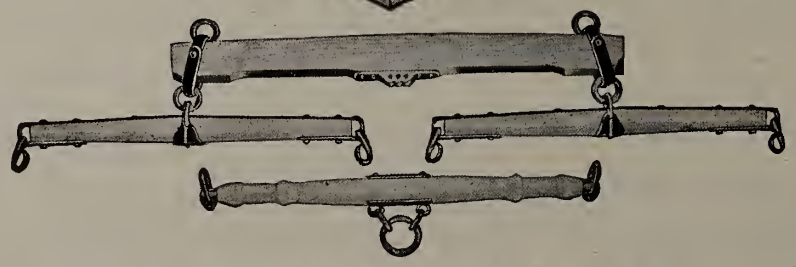
A Hitch for . . Every Purpose

Our crated sets of steel-clad Wagon Singletrees, Eveners and Neckyokes is a line that moves quickly at this season. Your jobber can supply you.

Variety

We manufacture: Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, Wagon and Plow Doubletrees, Steel Clad Wagon Singletrees, Eveners and Neckyokes in crated sets; Plow Doubletree Sets, 3 and 4-horse Hitches, 3-horse Wagon Eveners, 5 and 6-horse Tandem Eveners. WAGON HARDWARE: Clips, ferrules, hooks, neckyoke center and end irons, wagon box straps and rods, etc.

Ask Your Jobber . .



Made only by the . .

GREGG Manufacturing Company, Limited

WINNIPEG - - MAN.

"If it comes from GREGG :: it must be Good." ::

STEEL CLAD WAGON SINGLETREES, EVENERS and NECKYOKES IN SETS

COMBINED TWO AND THREE-HORSE EQUALIZERS

FIVE-HORSE GANG PLOW EVENERS

CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 6 WINNIPEG, CANADA, JUNE, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

New Sales Tax Affects The Farm Implement Trade

The new tax legislation, as outlined in the Budget presented by the Minister of Finance in the middle of last month, will not have so great an effect upon the implement trade as on some other lines of trade. The implement dealer, wholesaler and manufacturer, however, like all businesses, will have the one per cent turnover tax on goods sold to take care of. This tax is levied on all manufacturers, jobbers, wholesalers and retail dealers, and is in force on all implements, farm machinery, tractors and farm equipment of every kind sold or delivered after May 19th, 1920.

The sales tax is evidently pyramidal. The manufacturer of a machine, for example, adds one per cent of the cost of same to his invoice to the wholesaler. The latter adds one per cent of his selling price to the retailer on to his invoice to the dealer, and the latter must add it to his invoice in selling the farmer the machine or implement.

Whether the manufacturer, wholesaler or dealer individually absorb the tax, makes no difference. Every business must pay one per cent on its total monthly sales—and the tax in no case must be included in cost on which profit is calculated, but must be shown separately upon the invoice to the purchaser.

Tax Shown Separately

If the tax is not absorbed by the wholesaler, or by the manufacturer, in the case of a dealer buying direct from the factory, the dealer will be furnished with an invoice of the sale, stating separately the amount of the tax. The probable result to the dealer in the purchase of a machine valued, for example, at $50 to the customer and $45 to the retailer, would be as follows:

Machine	$50.00
Retail discount at 10 per cent	5.00
Invoice price	$45.00
Sales tax, 1 per cent	.45
Total	$45.45

Tax Payable Monthly

The sales tax is to be paid to the manufacturer, wholesaler or retailer in every case, and is, in turn, to be remitted to the Department of Inland Revenue through nearest tax collector. Payment must be made on the first of every month for the sales of the preceding month. A statement of sales, as sworn to by the seller, or his invoices with tax shown, must be attached, along with a cheque for the total amount of tax for the period. If the retail implement dealer is a direct importer, that is, if he purchases machines or parts direct from the United States, for resale, the one per cent tax is levied on such sales in addition to the customs duty, if any, payable.

In the case of the implement dealer having contracted for goods early in the year, with deliveries during the year, all deliveries made on and after May 19th are liable to the sales tax. Dealers should note that instructions from Ottawa state as follows:

"The sales tax of one per cent is to be paid, accompanied by a sworn statement in detail on the first day of each month."

It is evident, however, that some time will elapse before clear cut statements can be made. The Department of Inland Revenue itself admits being vague on many points in the application of sales taxation.

Regarding Time Sales

The implement and tractor dealer will naturally wonder what the procedure is to be in regard to sales on time, that is practically on the instalment plan. The statement made on this point is very clear—that the tax on the full amount must be collected with the first instalment. That is, the dealer must pay the full amount of the tax to the government with his return for the first payment on the machine, and it is then up to him to make his charge for the amount represented by the sales tax. In the case of sales of tractors or other costly machinery, it should be necessary for the dealer to get enough money, with the initial payment made by the customer, to meet the tax on the full price of the machine, otherwise the dealer will have to lay out his own money to pay the tax in full when the machine is turned over to the customer.

Further it is clearly noted that the sales tax is not applicable on cash discounts.

In most lines of business, manufacturers, wholesalers and jobbers have been adding the tax to invoices since May 19th. A point on which wholesalers and manufacturers selling on a time basis are dissatisfied is that they would be required to finance the one per cent until the maturity of an invoice. Apparently no provision has been made for deferred collection of this tax; it is payable at the time of sale. This hardship, as previously outlined, will also fall upon implement dealers who have to sell on six or nine months' credit, if they have, as is evident to pay the tax within at most 30 days from the delivery of the goods. In this line of industry, as in many others, business is largely done by orders placed in advance. The new tax will, in cases, invite the cancellation of contracts, but in any event all goods delivered after May 19th must bear the tax.

War Tax Wiped Out

Notice of a resolution is given in the budget that will wipe out all provisions in the Acts of 1915 and 1919, which imposed a 7½ per cent extra war tax on all imported goods. This tax applied to implements, so should have some reflection on the price of imported goods.

Automobile Tax Advanced

Passenger automobiles are to be taxed on the basis of 15 per cent, as superseding the former 10 per cent tax. The sales tax of one per cent applies to all sales of automobiles, auto trucks and automobile parts and accessories. The removal of the 7½ war revenue tariff gives lines of imported cars a little advantage.

A stamp tax of two cents is imposed on promissory notes, bills of exchange, of the value of one hundred dollars or less, and a tax of two cents additional is imposed on every one hundred dollars.

Business Profits Tax

Amendments to the business profits war tax provide that the profits earned in any business during any accounting period ending in the year 1920, which do not exceed 10 per cent per annum upon the capital employed in such business shall be exempt from the tax prescribed by the Act. Upon profits over 10 per cent up to 15 per cent, there shall be a tax equal to 20 per cent of such profits. Upon profits from 15 to 20 per cent, a tax equal to 30 per cent of such profits; profits from 20 to 30 per cent, a tax equal to 50 per cent of such profits. All profits over 30 per cent shall bear a tax equal to 60 per cent.

Financing the Farm Machinery Business

New Methods Are Considered Necessary

It is evident in many lines today that progress tends automatically to separate the business of manufacture and merchandising from the business of banking, and to assign each to its sphere.

In a recent address, Geo. N. Peek, chairman of the Terms Committee of the U.S. National Implement & Vehicle Association, contended that reforms are essential in the methods of financing the production and sale of farm machinery. In the past, the manufacturer borrowed money to tide over the period between the production of the implement and the return from the sale of the product. By virtue of borrowed capital he granted terms to the dealer so that the latter, in turn, might grant terms to the farmer. The movement of surplus capital, under this system, was a long process. The money went as follows: 1, investor; 2, city bank; 3, implement manufacturer; 4, dealer; 5, farmer.

Each link in the chain naturally took a share for the labor of handling the capital.

Route of Capital Changes

Such a process was necessary, perhaps, but Mr. Peek asks if that necessity still exists. He contends that there are very apparent advantages in getting the manufacturers and merchandising of implements out of the banking business. In the United States, for example, local banks are going into the larger cities with the accumulated surplus of the rural communities, and there are purchasing the paper of industrial companies as a medium of investment for the money of the ruralist. The very money the U. S. implement manufacturer now borrows to finance dealers and farmers comes from the sale of that implement company's paper to country banks. The circle of the cash now is: 1, farmer; 2, local bank; 3, city bank; 4, manfaucturer; 5, dealer; 6, farmer. And by securing terms from the dealer, and by the dealer from the manufacturer, each community is paying somebody an unnecessary profit with every transaction involved.

A curious illustration of this is found in the finance and acceptance companies which have been called in to finance the retail and wholesale marketing of automobiles.

Note Acceptance Concerns

These companies buy the consumers' paper, take it to the larger cities, put it in trust, issue debenture notes against it, sell the notes on the money market, where many of them are purchased by the local banks in the very localities from which the consumers' notes were taken. For this service these companies in the U. S. charge from 12 to 30 per cent. This condition, argues Mr. Peek, proves that the implement business should be put on a cash basis. He contends that to do so would increase the profits of both manufacturers and dealers, and very materially reduce the cost of implements to the consumer. The method suggested by the speaker was simply that local banks be induced to finance the implement dealer and the farmer. Proceeding, Mr. Peek commented on the probable result of such a step, as follows:

What Cash Trade Would Mean

If all implement companies were to announce to-morrow that, after Jan. 1st, 1921, implements would be sold only for cash, what would result? In my opinion, something like this:

(a) Only dealers whose capital was sufficient or whose establishments warranted the extension of credit by local banks would survive. The tendency would, therefore, be toward larger dealers better equipped to serve the separate communities.

(b) The extension of open accounts in the retailing of implements would be greatly curtailed, thus automatically remitting consumers to the local banks, placing the dealers' business on a high turnover basis, which would lift the retail implement business immediately into the most profitable class of merchandising, reducing the cost of retail distribution and the cost of implements proportionately.

(c) The resulting doubling of manufacturing turnover would double the profit on capital engaged in manufacturing implements and reduce the cost of implements proportionately.

(d) Indirectly the desire of the retailer to increase turnover would result in a closer integration between stocking and selling of implements, and also, in a far more economical scheduling of factory production with seasonal needs, further increasing manufacturing turnover, and increasing the profits and reducing the cost on implements.

(e) Every local community would be enormously bettered, as follows:

(1) Local funds would remain to benefit local enterprises instead of being sent into the money markets of the large cities.

(2) The profit derived from the financing operation would remain at home, instead of being abstracted by the larger cities.

(3) The local bank would be strengthened by 1 and 2 above.

(4) The local dealer would become a real merchant, rendering real service and the increased profit of the retail implement business (achieved without increasing prices) would attract a more progressive type of dealer.

(5) The farmer would be the greatest gainer of all, first, because he would be served by a real implement establishment locally, and second, because the cost of implements would be very materially reduced.

The enormous savings promised to dealer and manufacturer cannot be wholly appropriated by either; they must inevitably be divided with the farmer, if not by desire, then inevitably by the working of the power of economic law of competition.

Transition Necessarily Gradual

In conclusion, Mr. Peek said that it would, however, be impossible in the implement industry to have a sudden transition by agreement to a cash basis. The campaign in which manufacturers are instituting reforms, must be one of education and patient building.

Implement Men Held Session at R. M. A. Convention

This year a distinct change and a new departure in connection with the programme of the annual convention of the Retail Merchants' Association of Saskatchewan, was in evidence.

The seventh annual convention, held in the Baptist Church, Moose Jaw, on June 8, 9 and 10, was well attended. Much time was saved for the delegates by the holding of sectional meetings for the various branches of retail trade. Implement men, automobile dealers, hardware men, etc., each section held special meetings to discuss matters of importance to the business of the particular trade. A large turnout of implement dealers from all over the province was in evidence at the convention.

The implement trade section held their opening session on the afternoon of June 8th. An address was given by Col. H. Davidson Pickett, of Moose Jaw, barrister, who spoke on the Farm Implement Act as it affects retail dealers. The speaker explained the various measures of legislation having a direct bearing upon the retail implement men, and clearly defined the ramifications of the Act and its amendments.

A discussion on the question of "Present Day Margins in the Retail Implement Trade," was led by Hugh Rorison, of Moose Jaw. Many opinions were voiced on this topic, which is of vital interest to the retail trade.

W. J. Keller, Shaunavon, spoke on the advantages of the wholesale contract over the consignment contract, clearly defining the advantages to the dealer of the wholesale type of contract and pointing out how it would benefit the trade.

On Wednesday morning, June 9th, G. W. Matheson, Craik, gave an address on (a) Sales to Soldiers; (b) The Handling of Binder Twine. A keen discussion followed, which was taken part in by the majority of the trade present.

On the same day, Col. H. Davidson Pickett addressed the trade on the subject of the Saskatchewan Automobile Repair Act and its effects so far as the retail automobile dealer is concerned.

The various addresses and leading features in the discussions, will appear in our July issue.

Eastern Concerns Consolidate

Seven eastern manufacturing concerns in the implement industry have been consolidated as one organization, with a capital of $12,000,000. The name of the new consolidation will be Bateman & Companies, Inc., with executive offices at 347 Madison Ave., New York city. The companies constituting the merger are:

Bateman Mfg. Co., Grenloch, N.J.; Bateman - Wilkinson Co., Ltd. (formerly Wilkinson Plow Co.), Toronto, Ont.; Belcher & Taylor Agricultural Tool Co., Chicopee Falls, Mass.; McWhorter Mfg. Co., Riverton, N.J.; Cutaway Harrow Co., Higganum, Conn.; Richardson Mfg. Co., Worcester, Mass.; Duane H. Nash, Inc., Millington, N.J.

The officers of the new company are: President, Fred H. Bateman; vice-president and director of sales, Philip N. Curtis; secretary and assistant director of sales, Frank B. Bateman; treasurer, Frederick J. Hillman.

The Bateman Mfg. Co. yas established in 1836 and the Bateman Wilkinson Co. in 1868. The average age of the seven companies is 53 years. The new consolidation will cover the complete line of "Iron Age" tools, Wilkinson plows and ensilage cutters, disc harrows, corn tools, feed cutters, sleighs, fanning mills, cultivators of all types, Cutaway horse and engine disc harrows, manure spreaders, and the complete line of Acme pulverizing harrows.

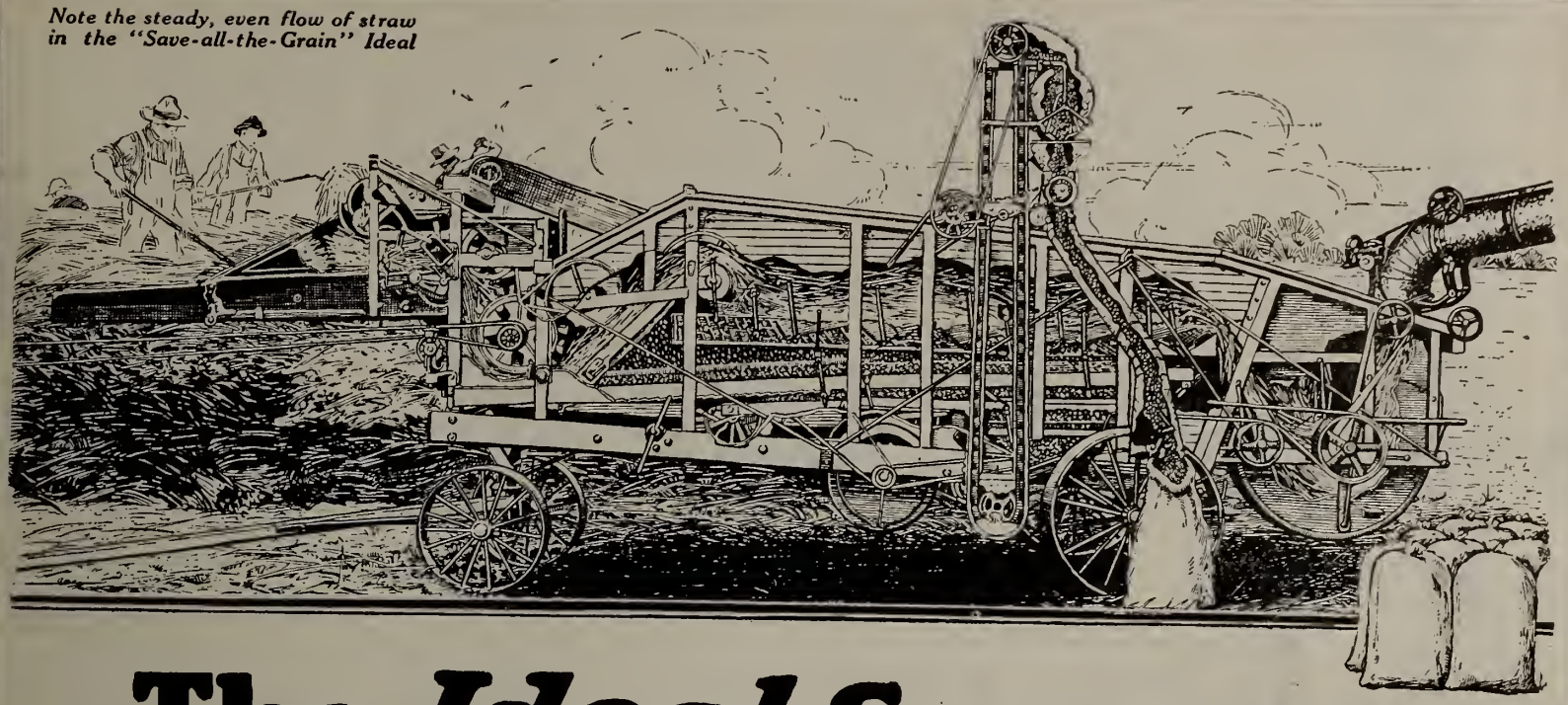
It is announced that the various plants of the constituent companies will be enlarged.

Amendment to Manitoba Act

Implement dealers throughout Manitoba should pay special attention to the amendment, known as section 12A, made to the Manitoba Farm Implements Act. This amendment, assented to on March 27th, affects the sale of secondhand implements by the dealer. The section added is as follows:

"All implements sold by implement dealers shall, unless Form "C" is used, be deemed to have been sold upon the representation that such implement was a new implement and if in any such case any implement or any part is discovered to be secondhand, the purchaser may at his option return the implement and receive back any money paid on account of same, together with interest, and the sale shall be cancelled."

Keep your repairs so parts are located without trouble.



Note the steady, even flow of straw in the "Save-all-the-Grain" Ideal

The *Ideal* Separator Provides –

Greater Grain Saving—A special grate design, right behind and beneath the cylinder—the Ideal traveling rake, that carries the straw from the cylinder in a *steady, even flow*—the Ideal straw rack, with its series of lifting fingers that tear the straw open, rake it, beat it from beneath, all contribute to compelling complete separation in the Ideal.

Cleaner Work—The extra large chaffer area, the adjustable sieve in the shoe and the Ideal system of wind control, guarantee a perfect job of cleaning without waste under every condition. The Ideal does the kind of cleaning that eliminates "dockage" at the elevator.

Larger Capacity—With the greatest grain saving device in the world the Ideal secures over 90% of the complete separation almost immediately after the bundles enter the machine. This with the unusually long straw racks and the extra long sieves, explains its larger capacity.

Easier Operation—You don't have to crawl inside the Ideal to adjust and regulate the separator. All bearings, concave adjustments and regulations of the blast are on the outside of the machine, also all oil and grease cups, where you can take care of them even while the Ideal is running.

Stronger Construction—The Ideal frame has no spliced or bolted members—it is practically a one-piece job—sills, posts, deck rails. It simply can't pull apart or sag. This, with the heavy, substantial trucks, and all shaker hanger bearings running in adjustable boxes, gives a construction that insures long life.

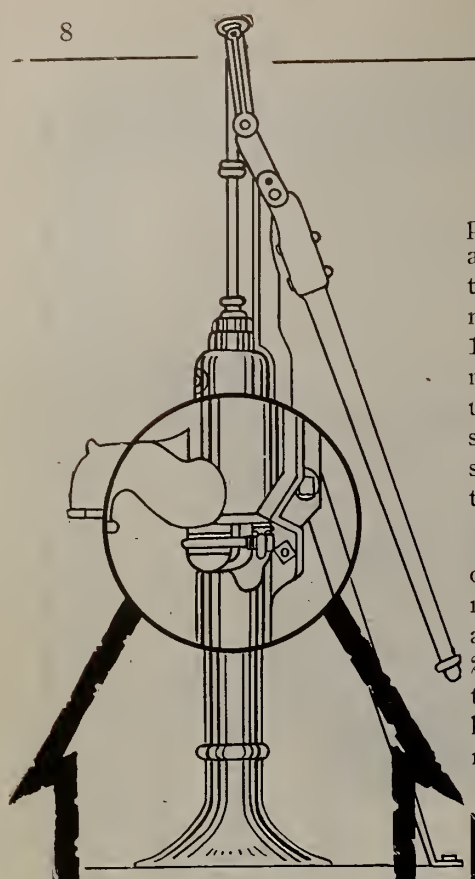
No Vibration—In the Ideal the cylinder is perfectly balanced and all moving parts are counterbalanced. This makes for steady, smooth running that eliminates harmful vibration, minimizes wear on the bearings, preserves alignment of shafts and greatly lengthens the life of the machine.

Because of these advantages, the Ideal separator provides unequaled sales opportunities for Rumely dealers. You will be interested in the Rumely sales proposition. Shall we send particulars?

ADVANCE-RUMELY THRESHER COMPANY, *Inc.*
La Porte, Indiana
29 Branch Offices and Warehouses

ADVANCE-RUMELY

Five Sizes—
22 x 36, 28 x 44,
28 x 48, 32 x 52, 36 x 60



See the CLIP!

This is a patented and most valuable feature of BT Ready-To-Ship Pumps. It makes it easy to instal or repair the pump. The spout and head can be removed from the stand yet, when clipped together, the joint is as firm as a solid standard.

It's easy to attach the head to pipe and pump rod. You can always get at the joint between suction pipe and spout—even if it rusts in.

No other pumps have this feature.

BEATTY BROS. Limited

Fergus, Ont. London, Ont. Winnipeg
Montreal St. John Edmo ton
Vancouver London, Eng.

BT TIME SAVER

The Future of the Cream Separator

It seems likely that future improvements in the cream separator will be along the line of attaining further perfection in skimming. With a loss of one-third of 1 per cent, which is less than most machines are losing to-day, under farm conditions, even this small percentage means a loss of several million dollars annually to the dairy industry.

To-day, there are over thirty different makes of separators manufactured in North America and Europe, and there are about 2,000,000 in daily use in the United States. The hand separator has saved the farmers and dairymen of this country millions of dollars' worth of butterfat, that would have been lost by the old system of skimming.

All farmers realize that a separator is built to skim milk and to skim it exhaustively. It, of course, must be durable, light-running, etc., but, above all, it must take out all of the valuable butterfat or it is a failure as a cream separator.

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL

Pumps more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited

Saskatoon WINNIPEG Calgary

The Separator Parts Cabinet

The De Laval Separator Co. points out that success in selling cream separators is greatly aided by the dealer being able to furnish new parts on a moment's notice. The cream separator, says the company, should be in running order every day of the year. It handles a perishable and very valuable product, and if the separator is out of order for even a short time the user suffers considerable loss and inconvenience.

The value of such a parts cabinet as the company supplies, is not solely as a handy storage proposition. The customer can actually see the parts. He knows that the dealer has them—that really prompt service is assured with the separator. For such a specialty as the cream separator, in fact, for any machine that must be kept running to avoid serious loss, a special parts rack or cabinet placed on the sales floor ought to pay handsomely.

Tractor Equipment Co. Adds to Lines

The Tractor Appliance Co., of New Holstein, Wis., manufacturers of the Taco Governor and the Siphon Air Washer, announce that they have taken over the Quick-Stop and Calumet Tractor Hitches, formerly sold by the Farm Specialty Mfg Co. of New Holstein. This gives the company a complete line of tractor accessories, consisting of hitches, air washers, governors and clutch locks.

Good Advice to Salesmen

In a recent address, W. M. Warren, manager of the Swedish Separator Co., gave a mighty good prescription for any salesman to absorb. He said:

"Get up in the morning with a clean face and a clean stomach; be aggressive, resourceful, thorough and honest and hold your head up because you are proud of yourself as a man and a salesman, proud of your goods, and proud of the company you work for or with. I can wager on my honor as a man he will sell his line successfully and more successfully every day he represents his company.

"I won't have a man in my organization at any price who can't and won't go out with the absolute conviction, with the positive assurance that he has a good house, and a good line, and that he has a good machine; that nobody else, no other salesman in this organization is any smarter than he is, can work any harder than he does, or is any better salesman than he is, and that no other salesman in any organization has a better organization back of him."

Tractor Demonstration at Medicine Hat

A successful tractor demonstration was held at Medicine Hat, Alta., on June 4th. A considerable number of the well-known types of tractors used in Alberta, were demonstrated, and a good attendance of farmers and tractor men was evident. The first tractor demonstration in Medicine Hat was held last year.

Beatty Bros. Increase Capital

Beatty Bros., Limited, Fergus, who are manufacturers of barn and stable equipment, pumps, churns, washers, ladders, etc., have recently increased their capital from $750,000 to $2,000,000, in order to provide additional capital to take care of increased business. This year the company will invest about $150,000 in additions to buildings, plant and machinery. They are adding some 70,000 square feet of floor space to the Fergus plants, and making certain changes and improvements to the London factories.

"Eastlake" Tanks Build Business

A Type for Every Farm Use

Durable Serviceable In Demand Everywhere

Turn Water into Dollars

Well watered livestock pays in the end by increased weight and better quality of meat. A satisfied customer is an asset, and "Eastlake" Tanks assure satisfaction. The "Eastlake" Tank line has proven its superiority. They have proven their worth. Built without a weak spot. Known everywhere for quality construction.

Stock Tanks, House Tanks, Cisterns, Gasoline and Oil Tanks, Wagon Tanks, etc.

Catalogs and Agency Offer Sent on Request

The Metallic Roofing Co. of Canada, Limited

797 Notre Dame Avenue Manufacturers Winnipeg

Canada Imported over Fifteen Thousand Tractors

Figures from Ottawa give some idea of the great value of farm machinery and equipment being imported annually by Canada. During the fiscal year which ended March 31st last, Canada imported 14,480 tractors with a factory value of $1,400 or under—these entering duty free. Their total value was $14,078,663. Tractors in the dutiable class, that is over $1,400 value, as imported, totalled 627, with a value of $1,482,435. Total number of tractors imported 15,107; total value of tractors $15,561,098. This represents over one million dollars more than the total value of automobiles imported by the Dominion during the last fiscal year.

The following figures, as given in the Department of Commerce reports, show the value of some of the leading lines imported:

Tractors	$15,561,098
Agricultural Implements	4,934,055
Cream Separators	1,140,574
Gasoline and Gas Engines	6,369,355
Threshing Machines	1,403,157
Binder Twine	5,547,632
Automobiles and parts	14,463,537
Tires for Vehicles	1,024,171

Alberta's Dairy Production

In 1915, the value of Alberta's dairy products was $15,895,586, and in 1919, $31,625,000—an increase of slightly less than 100 per cent in four years. Creamery butter increased from a production of 7,544,148 lbs., valued at $2,021,448 in 1915 to 10,500,000 lbs. valued at $5,512,500 in 1919. Cheese production in 1915 amounted to 281,632 lbs. worth $68,441, and by 1919 had increased to 500,000 valued at $140,000.

Farming as a Business

In any business undertaking there is a factor of chance to be considered. There are good years and bad, and the possibility of failure, due to poor management, lack of capital, or adversity, is always present.

Farming is no exception. It is in essence a business proposition. A knowledge of crops, of soil and tillage, of live stock breeding and feeding, and other purely agricultural subjects constitutes but one side of the farming industry. On top of this come the important matters of business management—the buying of seeds, feed stuffs, livestock and general equipment and supplies; the erecting and maintenance of buildings; the arrangements for necessary credit; keeping in touch with market conditions and prices; the hiring of help, and finally the establishing and operation of an accurate cost-accounting system.

As compared with other lines of business endeavor, however, it can be safely said that farming offers more chances of success than any other calling.

A retail merchant, according to statistics, has from two to four chances in ten to conduct his business successfully for fifteen years; a manufacturer has from two to seven chances to do the same. Farming is conspicuous for its small percentage of out-and-out failures. Living is practically assured, which gives the farmer a distinct working advantage to begin with. He also enjoys a cash market and has no bad debt losses to write off. The greatest need to-day is doubtless for cost accounting systems on the farm that will show definitely the amount of profit obtained on each transaction.

Profits and losses in farming must be reckoned, as in all other businesses, on averages over a term of years. But the future offers better assurance than ever before to the man who is a good agriculturist and at the same time a skilful business manager.

The firm that makes its prices and stands by them is a firm indeed.

DE LAVAL business founded on service

The De Laval Cream Separator is built for service.

Its construction and workmanship are so excellent that it will continue to give good separator service for many years.

This is the main reason why 50,000 local agents the world over sell the De Laval. They can sell more machines with less worry and trouble-correcting afterwards, which so often eats up the profits of sales of inferior separators.

The De Laval Company is the oldest and largest separator concern in the world and its business has been built from the beginning on service—when a sale is made the De Laval Company considers that its obligation to the user has just started.

There is no better time than right now to send in an application for a De Laval contract

The De Laval Co., Ltd.

Montreal Peterboro
Winnipeg Edmonton
Vancouver

The Provincial Exhibition

This year the Provincial Exhibition at Brandon will be held from July 19-24. The 1920 exhibition, which is now the official exhibition for Manitoba, will be bigger and better than ever. The sum of $65,000 is offered in premiums and purses, and more money is offered for prizes than in any previous year.

Dominant among the attractions will be the enormous live stock exhibit. As a close second the exhibition of farm implements and machinery and modern labor-saving devices will be as in the past, the biggest farm implement display in the Dominion. It is anticipated that more manufacturers than ever will be represented this year, and the showing of tractors, threshers and power farming machinery should be of live interest to every man connected with the farm machinery industry. The industrial exhibits, including the automobile section, will also be a centre of attraction. Among the leading sections of the exhibition this year will be: Farm machinery and automobile display, industrial and mercantile exhibits, government exhibits, health and child welfare exhibit, horticulture, fruits, dairy products, fancy work, fine arts, school exhibits, butter-making and milking competitions.

The platform attractions will be headed by the 48th Highlanders' Band, of Toronto, and a big bill of vaudeville performers. Horse racing and automobile races and the midway will be added attractions.

Manager of Plow Company Died Suddenly

James F. Lardner, secretary and general manager of the Rock Island Plow Co., Rock Island, Ill., and one of the most prominent figures in the field of farm equipment manufacture, died suddenly of heart disease at his home in Rock Island, Sunday, May 16, at the age of 58.

Handling Binder Hitches

Messrs. D. Ackland & Son, Ltd., Winnipeg, report that they have been appointed western Canadian distributors for the well known Caswell automatic binder hitches, as made by the Caswell Mfg. Co., Cherokee, Iowa.

This automatic binder hitch is in use everywhere in the United States, and the demand is such that the factory has had to be enlarged to supply the trade. It is adaptable to all binders and tractors, and will cut and keep a square corner. Hitches are applicable for the first and also trailer binders, and in every territory where this hitch has been used, it has given the greatest satisfaction according to the manufacturers. D. Ackland & Son have a stock in hand, and are ready to supply the West Canadian trade with this simple and effective hitch.

Lister Manager Returns to England

R. Howell, manager of the Toronto headquarters of R. A. Lister & Co. (Canada) Ltd., has had to resign his position owing to continued ill-health. His physician states that a long rest is necessary for Mr. Howell. For the past two months, D. N. Jamieson, manager of the Winnipeg branch of the company, has acted as manager of the Toronto branch. Mr. Jamieson will remain in charge until W. J. Ellis, from England, will arrive to resume charge of the company's branch in Toronto.

Inventor of Roller Bearing Dead

John W. Hyatt, inventor of the Hyatt roller bearing, died on May 10th, at his home, Short Hills, N.J. He was 83 years of age. The late Mr. Hyatt perfected his roller bearing in 1892. During his lifetime he obtained over 250 patents, including a sewing machine, a special steel rolling machine and many other ideas. He was the inventor of celluloid. The bearing invented by Mr. Hyatt is now used extensively in tractors, threshers, modern farm machinery, automobiles, trucks, and many other types of equipment where plain bearings were formerly used.

Sisal Planters Reduce Acreage

The U. S. department of agriculture reports that owing to the decline in the market price of sisal fibre, some of the largest planters in Yucatan are reducing the acreage they handle. While there is a supply of twine for 1920 that will be in excess of requirements, the result of reduced acreage in Yucatan will very probably mean that in the years ahead a shortage of sisal may be the result. Production of sisal is being tried out in other countries, but Yucatan still continues the main source for this fibre upon which we depend so greatly for our binder twine.

FORDSON

Tractor Owners, You Want This

TACO BALL-BEARING GOVERNOR

Guaranteed to maintain a speed within 10%. Easily attached in one hour's time. Guaranteed to satisfy or money refunded. Order early to be sure of delivery.

Write for full particulars and special dealer terms

Walter Gratias, *Distributor*

207 Ave. A., North, Saskatoon, Sask.

LONDON CONCRETE MIXER

No. 6

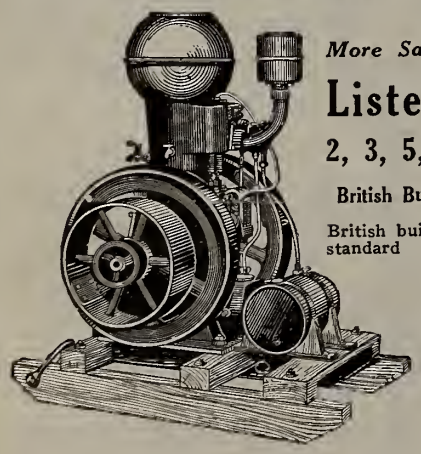
equipped with "NOVO" DUSTPROOF GASOLINE ENGINE. Capacity 6 cu. ft. per batch or 60 cu. yards per day. Mixes any kind of concrete or mortar. Especially suitable for any kind of work requiring a portable machine. Saves the price of itself the first 30 days it is in use. A big profit line for live dealers. Send for catalogue No. 1 B.

London Concrete Machinery Co. Ltd.
Dept. K., London, Ont.
World's Largest Manufacturers of Concrete Machinery

Melotte **Cream Separators**

12 Sizes: Capacities, 280 to 1300 Lbs.

The "Melotte" suspended bowl is self-balancing and frictionless. Spindles revolve on high-grade ball bearings. Gearing is square cut, all enclosed, running in oil on ball bearings. No worm wheels. Superior construction. Unequalled skimming efficiency. They sell easily on their unequalled reputation for close skimming. Ask for catalog.



More Sales—More Profits

Lister Engines

2, 3, 5, 7 and 9 H.P.

British Built --- British Quality

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition—no batteries. Automatic lubrication. Economical to run. Shipped complete with skids, ready to run. Handle Lister and you get the business.

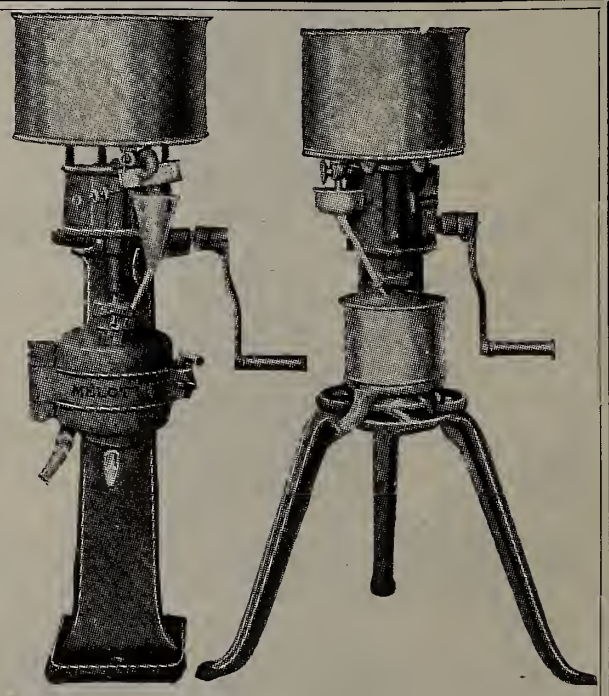
SALES PROPOSITION SENT ON REQUEST

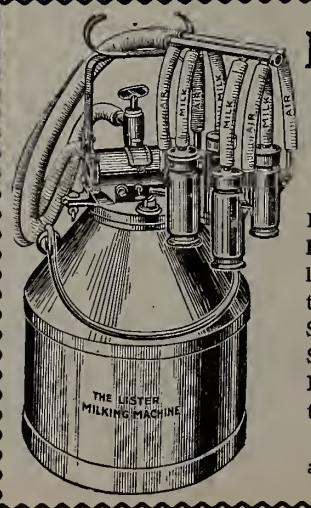
The Lister Line Includes:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

R. A. LISTER & COMPANY (Canada), LIMITED

Winnipeg, Man. Toronto, Ont.





LISTER Milking Machines

British Made

In use all over the British Empire for the last ten years. Time tried—proven best. Simple and efficient. Suits any size of herd. Let us tell you about them.

Write for Catalog and Agency offer.

TURNER Simplicity

Standardize Your Tractor Business with the Turner

If you sell tractors, you realize how important it is to handle a standardized tractor. If you don't sell tractors, now is the time to find out about the standardized Turner.

The Turner Simplicity is standardized throughout. There are no freak or experimental features. Each unit has been proven by actual tests in the field. The Turner is built for practical farm use. Our experience in building Farm Power Machinery for 19 years is back of every Turner Simplicity.

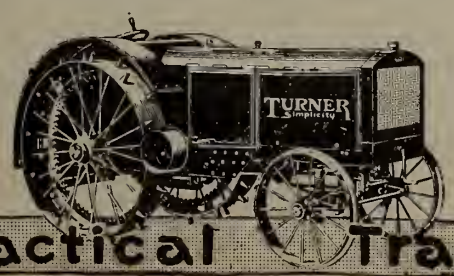
Reserve power without excessive weight, simple control, three point supension, Hyatt Roller Bearings, low center of gravity, burns either kerosene or gasoline—these are a few of the features that make the Turner Simplicity a dependable Tractor for dealers to sell.

Many Tractor dealers are building up a growing profitable business by selling the Turner Simplicity. Write or wire today for full particulars of the Turner line.

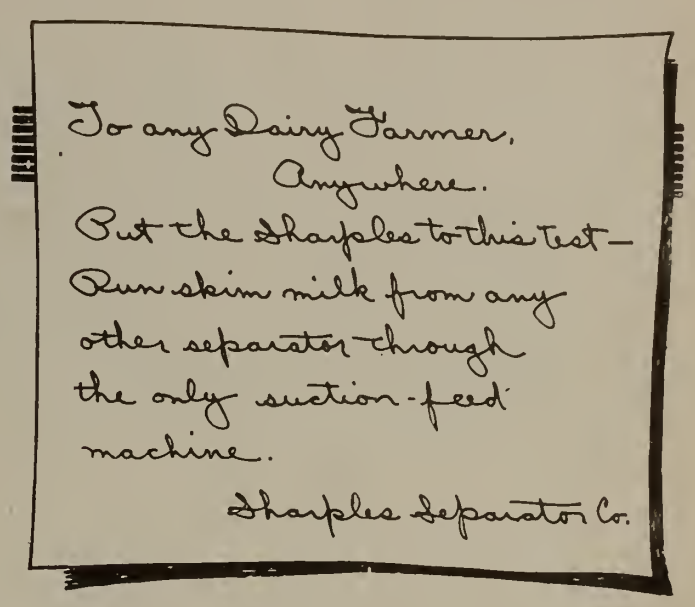
Turner Tractor Sales Co. Winnipeg. Man. **Power Farm Machinery Co.** Edmonton, Alta.

Turner Mfg. Co., 215 Lake St., Port Washington, Wis., U. S. A.

Builders of Turner Tractors and Simplicity Farm Engines



The Practical Tractor



THIS invitation is extended to all the dairy farmers of Canada through dairy and agricultural papers of large circulation.

The invitation is founded upon actual foreknowledge of the result as has been proven in countless official tests by experiment stations and agricultural colleges.

The Sharples Suction-feed Cream Separator skims clean at any speed. It is the suction-feed principle that enables it to do so and that principle is protected by patents. No other separator can use it.

The knee-low supply tank, the one piece tubular bowl—no discs to clean—are other exclusive Sharples features.

The separator that gets the most butterfat out of milk is the only one it will pay the thrifty dairyman to buy. It is because we know the Sharples gets more butterfat than any other separator that we ask the prospective buyer to put it to a test that cannot fail.

Dealers having a Sharples contract reap the benefit of the wide advertising of the unanswerable Sharples challenge:—*Skims Clean at any Speed.* They are able to *prove* to the dairy farmers that it costs less to own a Sharples Suction-feed Cream Separator than it does to be without one.

Sharples
SUCTION-FEED CREAM SEPARATOR

THE SHARPLES SEPARATOR COMPANY
Toronto, Ont.
Montreal, Que. Regina, Sask.

"There are no substitutes for dairy foods."

New Express Ruling

On and after July 1st, the American Railway Express Co., will keep a duplicate copy of every receipt it issues when receiving business from shippers. The duplicates will be retained by the express company for the purposes of record and reference, and will be held at the shipping office.

Shippers who have been accustomed to prepare their own receipts, or who have their own forms, have been requested to make provision for supplying duplicates of such receipts to the express driver or receiving clerk who signs them. As a matter of convenience to shippers, the regular receipt forms of the express carrier will be revised to permit their use in duplicate form.

In cases where prepaid receipts are now being issued in duplicate, the extra copy being used as a record of charges paid, a third copy will be required under the new system, and in such instances prepaid receipts will be issued in triplicate. One of the objects of the new system is to bring about better protection for and methods of recording the movement of express packages in transit.

Canadian Concern Issues New Accessory Catalogue

The 1920 automobile accessory catalogue, recently issued by the Northern Electric Co., Montreal, is one of the most complete publications of the kind we have had the opportunity of reviewing. It contains the most complete listing of any catalogue previously issued by the company, and is a credit to their publicity department.

Containing nearly 290 pages, the new catalogue is bound in an appropriate cover, with an especially attractive design. With clean cut illustrations and well arranged descriptive matter, the make-up of the catalogue is first rate. A complete index at the end enables the dealer and garage owner to locate, without a moment's delay, any specific line on which he requires information.

In the new catalogue we notice that particular emphasis has been

New Catalog Has Attractive Cover

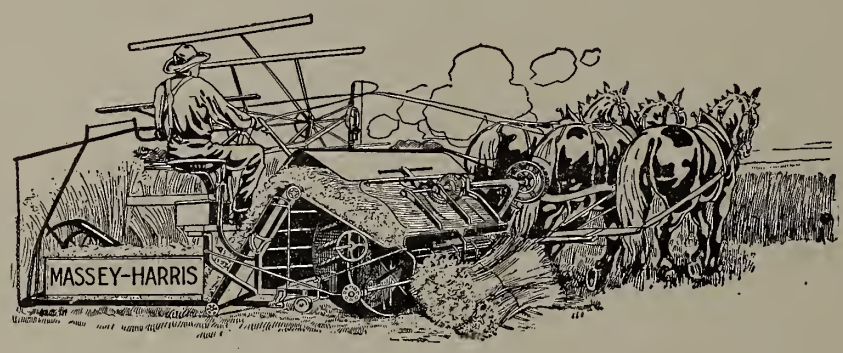
given to the listing of Titan storage batteries, for which the Northern Electric Co. has the exclusive selling rights for Canada. There is also a very complete list showing a wide range of parts and accessories, every one of which has been carefully selected for its quality and dependability.

In addition to the above, a four-colored insert, describing Northern electric ignition and starting and lighting cables, and all commodities which are especially adapted to the Ford cars, are contained in a special insert of 48 pages. The section devoted to tools and garage equipment is singularly complete, showing a wonderful variety of goods in this line which will be of interest to every motorist, repair man, dealer and garageman.

Interested dealers and garage owners can secure copies of this attractive publication by addressing the nearest branch of the Northern Electric Co. at Winnipeg, Regina, Calgary, Edmonton or Vancouver.

Now is the season to push your auto accessory lines.

Massey-Harris



Binding the Sheaves

BINDING the sheaves is but one of the many acts so effectively accomplished by Massey-Harris Binders. For three generations, it has bound farmer to agent, agent to manufacturer, by standing up under the most exacting requirements.

Convenience of operation, lightness of draft, simplicity, reliability, and durability are responsible for the wide-spread popularity of Massey-Harris Binders.

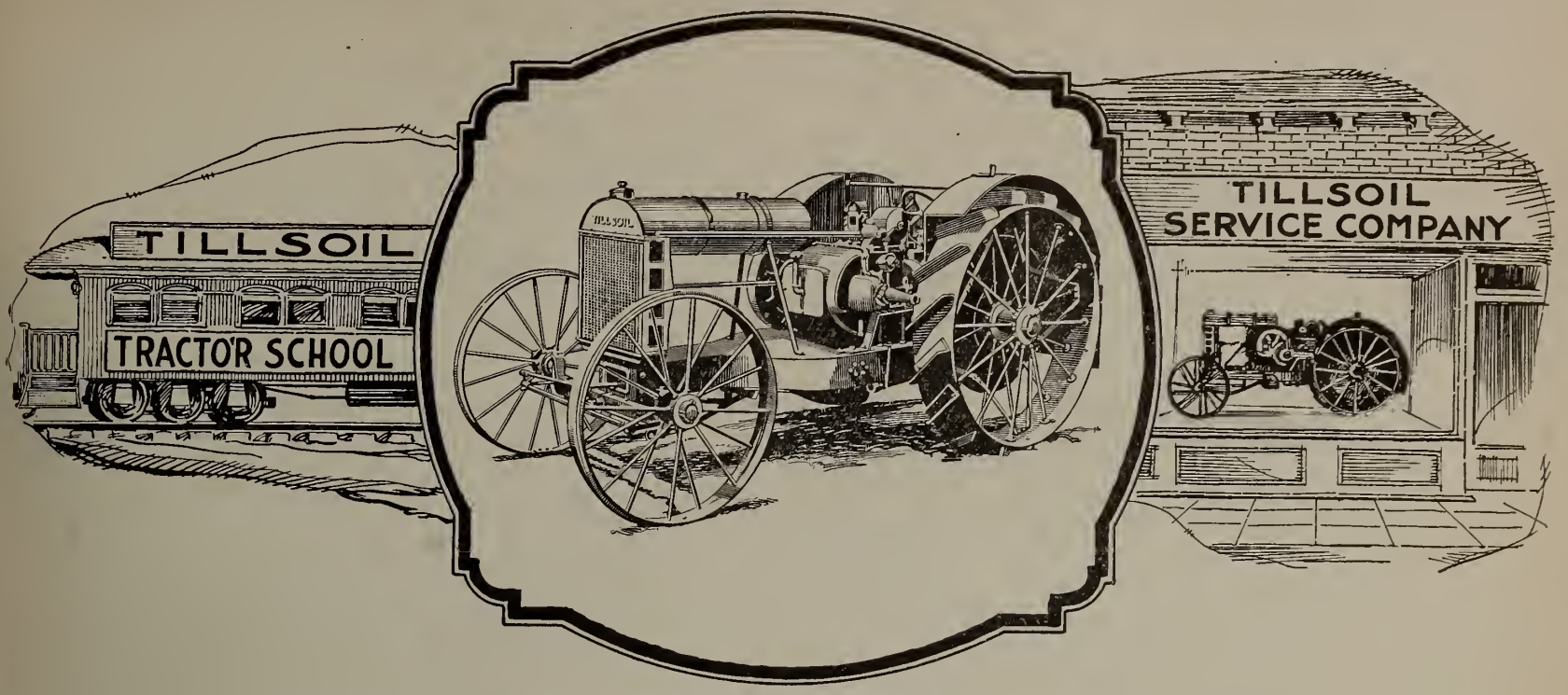
Twenty-three special features to aid the dealer who handles Massey-Harris Binders. Twenty-three special features to help the farmer who buys one.

Applications for representation in vacant territories should be addressed to the Manager of the Branch nearest you.

MASSEY-HARRIS COMPANY, LIMITED
HEAD OFFICE - TORONTO, ONT.

Branches at—Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current, Yorkton, Calgary, Edmonton. *Transfer Houses at*—Vancouver and Kamloops.

Warehouses at many other points.



Announcing the—

Tillsoil TRACTOR

B. G. BAKER

Designed by "BARNEY" BAKER, *Veteran Tractor Man of Canada*

It was in 1910 that one of the first oil driven tractors was pioneered in Canada. A year previous to this, manufacturers of this machine sent a representative out into the field to determine what was demanded of a tractor in power, service and fuel economy.

This man who studied for months Canadian farming conditions, was B. G. Baker, better known in the West as "BARNEY" BAKER.

Following this investigation and the sale of a few tractors in 1910, complaints began to be made. Investigations showed that in the majority of cases it was not the fault of the tractors but that the farmers did not know how to operate them. Mr. Baker realized the great importance of *education* in the successful merchandising of power farming machinery. And it was here that Mr. Baker organized the *first, practical* tractor school.

The outgrowth of this unusual acquaintance with the Canadian power farming problem and years of experience in educating the farmer to operate a power driven tractor is this—

A tractor has been designed by Mr. Baker into which has been built all this knowledge and experience resulting from years of specialization in power farming machinery.

This tractor is the TILLSOIL—a practical, well-built 18-30 H. P. machine. It is light weight, so simple that any farm boy can operate it. The motor has 30% reserve power, is more accessible than any tractor yet built and is guaranteed to pull three plows anywhere under all conditions. Designed especially to burn kerosene economically under all loads, this tractor is the logical power unit for any kind of farm work.

Here are the ideals back of this tractor—

In order to better acquaint the farmers of Canada with the unusual features of the TILLSOIL Tractor, "BARNEY" BAKER has instituted a Traveling Tractor School that will bring this tractor and an education in its manufacture and operation right to your home town. Mr. Baker's wide experience in this work will assure the success of this large undertaking.

There will be a TILLSOIL Service Station in your locality to give a real power farming service with parts and service men. These stations will be managed only by men who have gained the reputation of giving conscientious service to farmers.

The TILLSOIL Tractor is built in Canada, financed by Canadian money and backed by years of experience acquired among the farmers of the Dominion.

"TILLSOIL Era"—published in the interests of motorized farming, with mechanical descriptions of the TILLSOIL Tractor, special articles about the organization and ideals back of the product will be mailed to you on request.

CANADIAN TILLSOIL FARM MOTORS, LTD.
Montreal, Canada

TILLSOIL SERVICE, Calgary
TILLSOIL SERVICE, Saskatoon
TILLSOIL SERVICE, Moose Jaw
TILLSOIL SERVICE, Winnipeg

Highway Transportation by Motor Truck

Some six months ago a company was incorporated at Louisville, Ky. They established a central freight depot and purchased three large, well established motor truck lines. As an adjunct of other transportation agencies where they exist, the value of this new mode of transport is evident, especially when it is noted that the public have invested money in the venture.

The company, when founded, planned to establish seven main and 47 secondary routes, covering 136 towns, all within a radius of 75 miles of Louisville. Five of these main routes are now in operation. The company now owns more than 20 trucks, which carry to the small inland towns all the merchandise made, distributed, or sold in Louisville, and bring back to the city merchants, livestock, grain, green groceries, and all other farm products. Trucks leave the central depot twice daily. This service has been the means of saving shippers money by decreasing the time of delivery. In addition to time service, the company gives a door-to-door service.

There are now about 5,000 motor truck lines recorded in the United States, and many more thousand unrecorded. Motorized highway transport is a new industry, but its benefits are so varied that it will be but a short time before it will spread over the entire country.

U. S. Tractor Shows

The tractor show committee of the U. S. National Implement & Vehicle Association, at a meeting on May 14th, decided that only one tractor show will be held next winter. This will be held in concrete buildings located on the state fair grounds at Columbus, Ohio. The dates will be chosen later. The committee has also decided to sanction a regional show to be held at Los Angeles, Cal., during the month of September, 1920.

A Huge Magneto Shipment

We show herewith a photograph of a carload of magnetos recently shipped out by the Webster Electric Co., of Racine, Wis. This is one of several carloads that have been shipped lately to engine manufacturers who are equipping their output with the Webster magneto. Our readers will appreciate the magnitude of the magneto business which, today, requires shipments of magnetos alone, to individual customers, in carload lots. A carload contains from 3,000 to 4,500 complete equipments. The car shown contains about 3,800.

A Car Shipment Containing Over 3,800 Magnetos

The Webster Electric Company's plant is undoubtedly one of the most complete in the world, from the general office through the modern laboratories, and on down through the various departments of the factory, all equipped with the very latest and most efficient machinery and electrical devices.

The N. Y. Industrial Exposition

It is not generally known by Canadian manufacturers, that they can bring goods into New York City for exhibition purposes without charge. A measure enacted by the U.S. Congress in 1912, permits foreign concerns to bring into the United States, free of customs duties, articles or products for the sole purpose of exhibition, to be held in the buildings owned or controlled by the Merchants and Manufacturers' Exchange of New York, which opened last October.

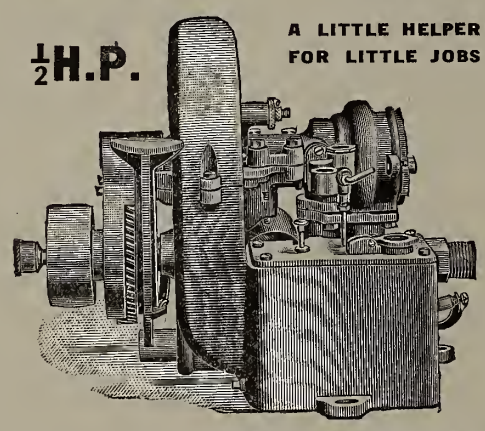
This exhibition of domestic and imported goods is held in the Grand Central Palace, on Lexington Ave. The idea has developed to such an extent that it has been necessary to divide the exhibits into four groups as follows: Tractor and farm machinery department, machinery department, hardware trade department and foreign department. There are also numerous miscellaneous exhibits that are too diversified to be properly classed under any of these principal departments. There is also a motion picture theatre which includes facilities for showing such machinery and products as cannot be demonstrated in the exhibition spaces.

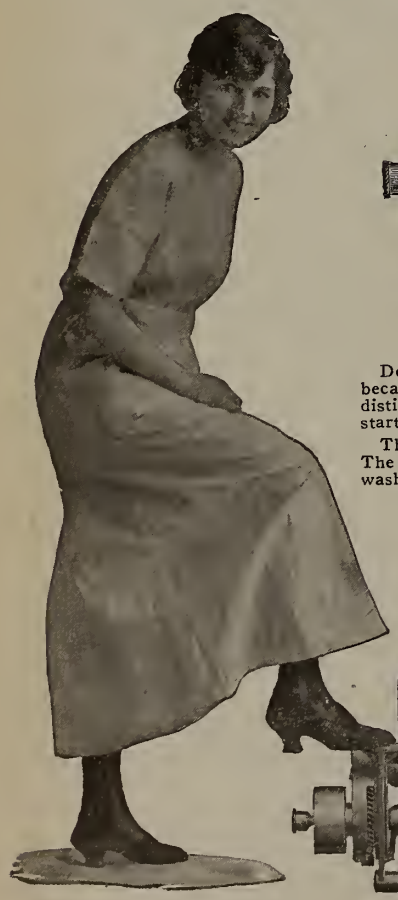
Of all the lamentations that flesh is heir to, "What's the use?" is the most useless.

DEALERS — We farm women want an Engine that starts like this. You just STEP ON :: : THE PEDAL : ::

Sell EMERSON —— "Hafa-Hors" Engines

½H.P. A LITTLE HELPER FOR LITTLE JOBS





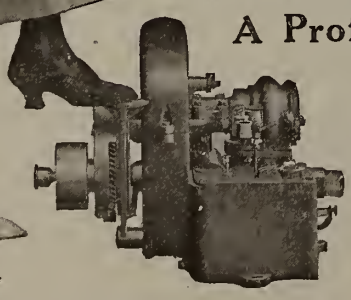
Don't overlook the sales field for small engines simply because you sell the heavier sizes. There is, to-day, a distinct need, and an imperative demand, for an easily started half-horse-power engine.

The Hafa-Hors is made in Winnipeg for Western needs. The right size and power for running cream separators, washers, churns, pumps, grain graders, grind-stones, water supply systems, etc. Every farm woman who sees the Hafa-Hors wants one. She knows how it will save drudgery, and she knows that she or the girls can start it instantly by just stepping on the pedal. It is the ideal engine for home or barn use. Costs less than 3 cents an hour to operate. Weighs only 62 lbs. Always ready to run. Perfect speed control. Pulleys can be changed in 10 seconds. And the price is right.

A Profit-Maker for the Dealer

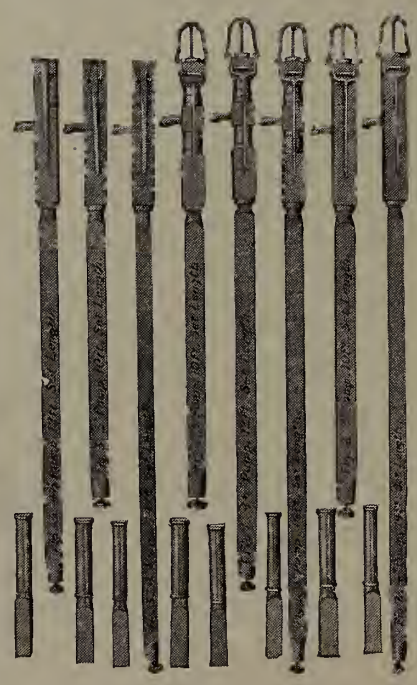
Get a Hafa-Hors on your floor and see the big demand that will follow. Our large factory can supply your needs. Here's your opportunity.

Get the Agency
Write to the . .



Made in Winnipeg

Emerson Manufacturing Company, Ltd.
1425 Whyte Avenue Winnipeg, Man.



Dealers !

Your customers will soon be wanting a new pump for the season of the year when fresh, cool water is so essential. June, July and August are the trying months for Stock; hence, you should be prepared to make immediate delivery.

Let us ship you half a dozen or more.

Liberal Discounts.

A Profitable Line for Dealers to Handle.

Manitoba Engines Limited
BRANDON, MAN.

"She's Been Threshing Since 1892—and Is Good for a Long Time Yet"

H. E. Meyers, owner of Avery Separator No. 63.

Threshed Nearly a Million Bushels

Avery "Yellow-Fellow" Separator No. 63 threshed its first bushel of grain in the fall of 1892. In the fall of 1919, it completed its 28th threshing season after having threshed in all this time approximately one million bushels of various kinds of grain and seeds. In each of the twenty-eight years this separator has been in service, canvas tests were made, and it was shown that this machine saved 99 52-100% *or more* of the grain threshed at all times. The highest test made with this machine was 99 99-100%—*which means practically perfect work.*

Avery Threshers Last a Long Time

This is only another instance of an Avery separator that has done good work and lasted a long time. We have hundreds of testimonial letters from Avery owners who have had their machines five, ten, fifteen and twenty years.

One reason why an Avery separator lasts longer than other makes is because the construction of the frame is such that it will withstand all twists and strains. Cross-rods run underneath the deck, holding the frame in shape. Also every part of an Avery thresher frame is dipped in paint before it is assembled. This means that every joint is covered with paint and so prevents the joints from rotting first—the weakest spots in some makes of separators.

The crankshaft is also extra large in diameter. The cylinder teeth are made of genuine tool steel and are *guaranteed for life against breakage.* The straw rack is so well built that several men can stand on it even when running. The windstacker housing is made of tank steel. All parts that have any work to do are *not* attached to the Avery separator by means of screws but are bolted on. These and many other features make the Avery Thresher an extra long-lived machine.

Hyatt Roller Bearings

Avery Threshers are also easier to operate and lighter running because the cylinder and windstacker fan shafts run on Hyatt Roller Bearings. Avery Threshers have also many other exclusive features. They save the grain better because they are equipped with the famous I. X. L. Grain-Saving Device, which has fingers that dip into the straw, tear the bunches apart and get the last kernels. Because of the special cleaning features, owners tell us that they clean the grain better with an Avery Thresher, and often get a better price for it from their local elevator.

The Avery Line

includes a complete line of tractors for every size farm; a complete line of "Power-Operated". Tractor-Drawn Tools and Roller-Bearing equipped Tractor-Driven Machinery.
Find out if the Avery Agency is open in your territory.

AVERY CO., Factory and Main Office, Peoria, Ill.

Canadian Avery Co., Ltd., Winnipeg, Man.

Branches: Regina and Saskatoon Sub-Branches: Lethbridge and Camrose

AVERY

Motor Farming, Threshing and Road Building Machinery

Avery "Yellow-Fellow" Separator No. 63 in operation 28 seasons — still saving 99 52-100% of the Grain.

Avery Company,
Peoria, Ill.
Gentlemen:

I own Avery "Yellow-Fellow" Separator No. 63, and it has been in operation since 1892.

I have threshed timothy, millet, barley, oats, wheat, rye, buckwheat, beans, sorghum seed, etc., with this machine.

The elevator man at Mt. Pleasant says that the grain threshed from this machine was the cleanest of any received from any machine in this county.

If I live fifty years more and am able to look after this machine, it will last just that much longer.

Yours truly,
H. E. MYERS,
Mt. Pleasant, Iowa.

Holding Local Tractor Demonstrations

In the case of dealers in any community co-operating for the purpose of putting on a local demonstration of tractors, the following suggestions by the Cleveland Tractor Co., Cleveland, Ohio, should be of interest to the trade. The rules laid down have been used at local demonstrations in the United States and have been proved very satisfactory.

The ground should be measured and staked in definite sized plots. Plots should vary according to the number of plows pulled by each tractor. For instance, one-half acre for a tractor pulling two plows; three-quarters of an acre for a tractor pulling three plows, and one acre for a tractor pulling four plows. Plots may be increased or decreased proportionately, according to the time it is wished to give to the demonstration.

Measured Fuel: Drain the fuel tanks of each tractor, and measure amount of new fuel returned to tanks. The old fuel should not be used as the kerosene tractor operators may have added some gasoline.

Have one observer for each machine, or every two machines. It is often feasible to allow the manufacturers to have a space on which they can plow before the demonstration, in order to loosen up their tractors. No moving should be allowed after the tanks have been filled for the test.

Plowing. Start all the tractors at the same time. Observers should note the stops, but should not allow time out, unless some unavoidable accident occurs; such as breaking a share point.

It is up to the manufacturer to see that his tractor is in good running condition. Repair of fan belts, and adjusting of carburetor should be given no time consideration.

Measuring Unused Fuel: Note the time each tractor finishes its assigned plot. Measure at once the amount of fuel left in the tanks and calculate the fuel used.

Quality of plowing: A committee should be appointed to observe the quality of plowing. Capillary action or the rising of water between the fine earth particles to the surface, can be stopped if the soil turned under is not thoroughly pulverized or broken up. This can be easily judged by digging into the soil with a shovel to the depth plowed at various points over each plot. Consideration should also be given to the evenness of the furrow and the manner in which the trash is covered. The plowing demonstration should be followed with that of further preparing the seed bed by the use of harrows, discs or pulverizers. The time and fuel consumed need not be noted, as these relative points for each tractor have all been ascertained.

The official report of the demonstration should contain the following data:

Name of the tractor. Rating of tractor. Number of plows pulled. Time of plowing per acre. Figures on each tractor should be reduced to an acre basis, particularly the fuel consumed per acre. Quality of plowing. Quality of cultivation, stating whether or not tractor packs the ground.

Quebec Concern Will Produce Implements

The National Farming Machinery, Ltd., of Montmagny, Quebec, which was organized in September, 1919, with a capital of $4,000,000, is preparing to go into the manufacture of farm machinery, implements and stationary engines, on a large scale.

The National Farming Machinery Co. succeeded the General Car and Machinery Works, Ltd., of Montmagny, which before the war manufactured wood-working and road machinery. From 1914 to 1918 the plant was devoted to shell production.

Manufacture Brush Cutter

The Killam Mfg. Co., Ltd., have opened a machine shop at Killam, Alta. They are putting in up-to-date machines and equipment for the production of a brush cutter. This machine has been tested out in many parts of the province and is said to give excellent results. The company anticipate a great demand for their cutter, as there is a distinct need for such a machine throughout the Canadian West.

Offer Prizes to Employees

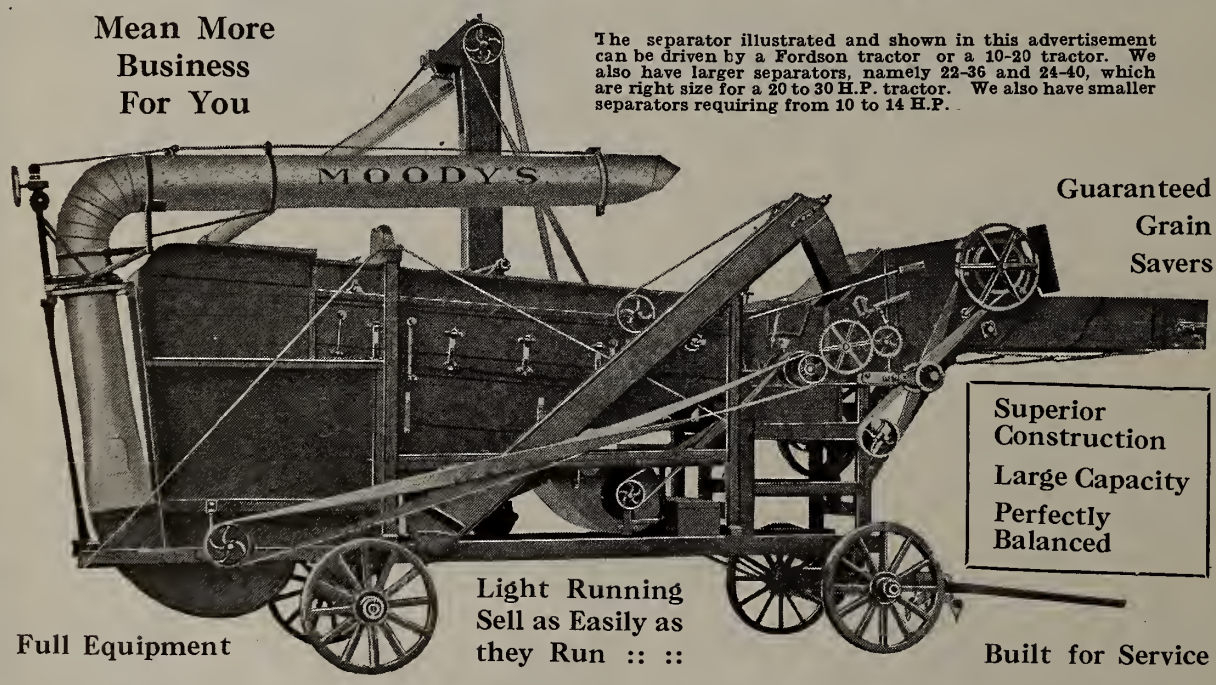
The Massey-Harris Co., following a proposal from the employees' representatives on the company's industrial councils at the Toronto and Brantford plants, appointed a committee to investigate and recommend some plan whereby the making of suggestions for improvement in the operation of the industry might be encouraged. In view of the favorable report of this committee, directors of the company are offering 54 prizes, aggregating $295, for competition among employees.

MOODY THRESHERS

Help Your Customers Make Bigger Profits

Mean More Business For You

The separator illustrated and shown in this advertisement can be driven by a Fordson tractor or a 10-20 tractor. We also have larger separators, namely 22-36 and 24-40, which are right size for a 20 to 30 H.P. tractor. We also have smaller separators requiring from 10 to 14 H.P.



Guaranteed Grain Savers

Superior Construction
Large Capacity
Perfectly Balanced

Full Equipment

Light Running
Sell as Easily as they Run :: ::

Built for Service

Their Record for Fast, Clean Threshing is Unequalled

The dealers who handle Moody Threshers have a machine that assures record thresher business. They do the work quickly, perfectly, under all conditions, assuring big capacity and efficient work. With the Moody you sell thresher satisfaction. You have no complaints about grain wastage or poor separation. And the repair outlay is the smallest of any individual thresher sold. Strongly built and braced—stands the pull of the tractor and the heaviest service demands. All weed seeds are bagged separately—an exclusive Moody feature. Cylinder, beater, straw deck, shoe, elevator and wind stacker—every part in construction designed for long service. Turn your prospects into sales by showing them Moody quality. And every tractor owner is a prospect. Every Moody Thresher sold is a silent salesman, and adds to your prestige and profits. We guarantee prompt delivery.

DEALERS: Write the Nearest Distributor for Full Particulars

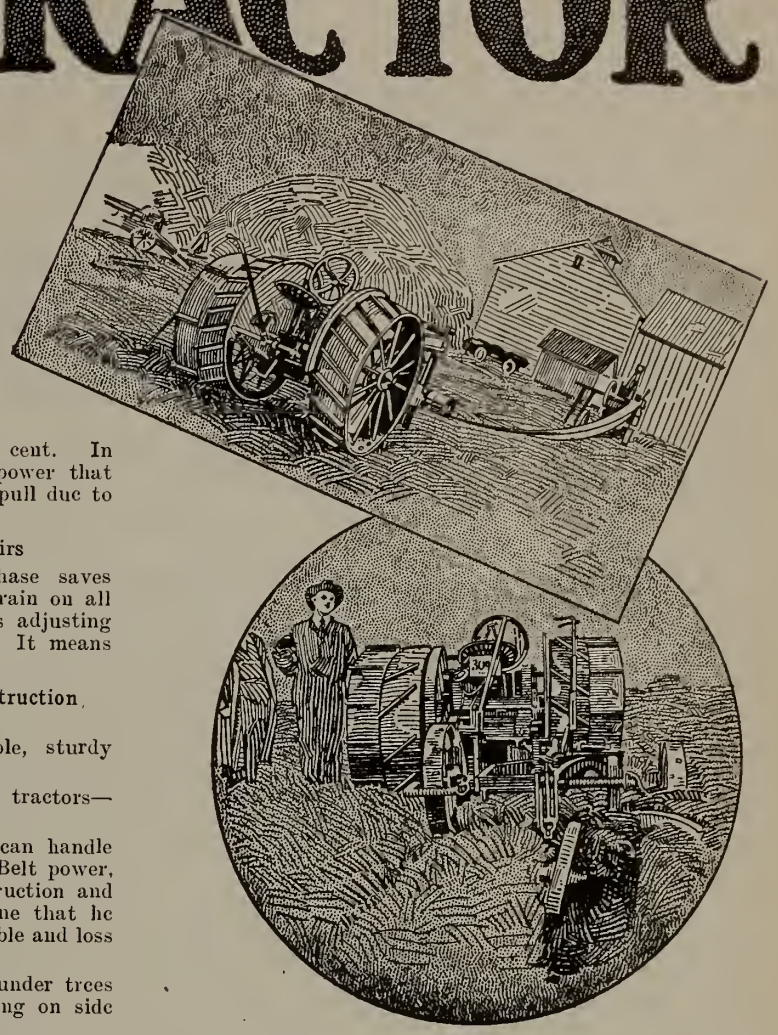
DON'T DELAY
Ask for Catalog, Prices and Agency Offer . .

Francoeur Bros., Camrose and Edmonton
New Home Machinery Co. Ltd., Saskatoon
Boyd & Ruggles - - - - Regina
Mitchell's Hardware Ltd. - Brandon

CHASE TRACTOR

Built Without Differential Gears

Pulls Itself Out of Trouble—Uses Less Kerosene—Avoids Tie-Ups and Repairs



Because the Chase has no differential gears it avoids many frequent causes of tractor trouble.

Understand how differential gears affect the operation of a tractor and the superiority of the simple design of the Chase is clear.

Tractors with differential gears can do their best work only on a straight-away pull on level land. The moment one wheel meets an obstacle, the differential throws all the power into the other wheel, so, quite often you see such a tractor with one rear wheel dead and the other spinning. That happens when the tractor gets one wheel in a mud hole. The very time when extra driving force is needed the differential gears rob the motor of its power to move the tractor.

The same thing occurs in a lesser degree in all plowing work. For, the side-draft tends to place more load on one wheel than on the other and the differential gears throw the power into the other wheel.

More than half the time the Tractor with differential gears is, in effect, a one-wheel-drive tractor.

Pulls itself out of trouble.

The Chase Tractor, having no differential gears, drives both rear wheels with equal power. When the Chase gets into a hole the driver can use both rear wheels to pull out. When obstacles are met, the Chase rides over them. On side-hill plowing or on level plowing the side-draft cannot pull the Chase from a true course.

The Chase pulls its load more evenly—is easier to control—is more constantly "on the job."

Uses less kerosene.

This no-differential feature saves kerosene for two reasons. 1st. Gears waste 10 per cent of a motor's power. The direct drive of the Chase saves that 10 per cent. In addition, the Chase saves the power that would be wasted by the uneven pull due to differential gears.

Avoids tie-ups and repairs

Because it pulls evenly the Chase saves wear on bearings, and avoids strain on all working parts. This means less adjusting and less replacement of parts. It means more hours "on the job."

Judge the Chase on its construction and its performance.

The Chase Tractor is a simple, sturdy machine.

It has fewer parts than other tractors—hundreds less than most tractors.

It is a tractor that a farmer can handle easily either in the field or for Belt power, and because of its simple construction and the accessibility of its parts, one that he can attend to with the least trouble and loss of time.

It is a low-riding tractor—gets under trees in orchard work, has sure footing on side hills.

The Chase turns in a narrow radius. By throwing either rear wheel out of gear a sharp turn can be made.

The motor is the heavy-duty tractor type, built to do continuous service without overheating, to give high efficiency on kerosene or low-grade gasoline, to avoid the waste of lubricating oil, which is customary when kerosene is used in ordinary motors. The man who understands and delights in fine machinery should examine the Chase Tractor and watch it in action. The more he knows about tractors, motors and machinery, the greater respect he will have for a piece of engineering construction like the Chase Tractor.

Write for literature and information. Find out, at once, where you can see the Chase Tractor and investigate for yourself the claims we make for it.

BEEMAN ONE-HORSE GARDEN TRACTOR

Does everything that one horse can do in garden or field work—does it better and faster.

Cultivates as close as a hoe—even in 12-inch rows. Plows, harrows, seeds. Hills potatoes. Ideal for market gardeners. Invaluable to farmers.

Has a 4 H.P. Motor for belt-work—and trots from one job to another.

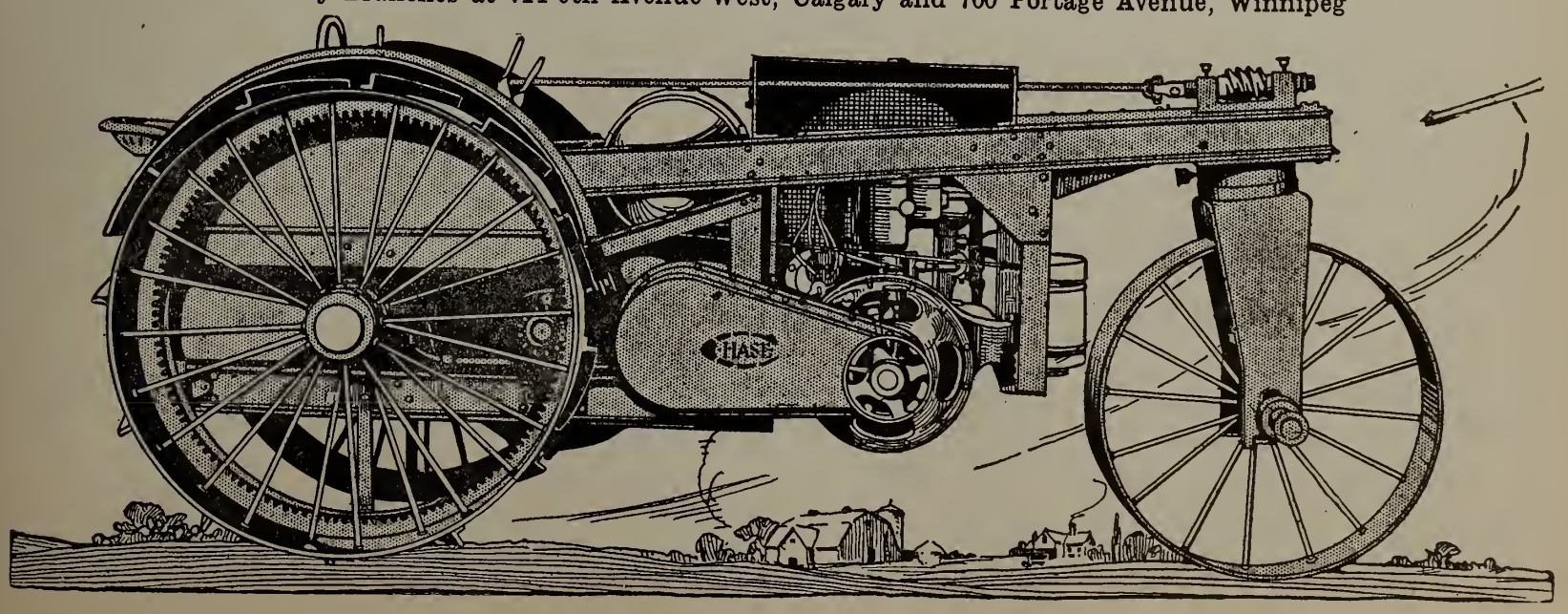
Thousands in use for cutting lawns, golf-courses, parks.

Fully-illustrated literature sent on request—Unusual opportunity for wide-awake dealers everywhere. Write for terms.

CHASE TRACTORS CORPORATION
TORONTO LIMITED ONTARIO

WILLIAMS MOTOR COMPANY, Winnipeg, Regina

Factory Branches at 714-9th Avenue West, Calgary and 700 Portage Avenue, Winnipeg



Solving the Transportation Problem

By E. A. McCarthy, Traffic Manager, Hyatt Roller Bearing Co.

The railroad situation is of vital importance to the farm machinery industry. It affects manufacturer, dealer and farmer alike. The writer, during the past winter, saw office men spend night after night in railroad switching yards, out in the snow and rain, trying to assure their shipments being moved. He saw these same men help freight handlers transfer goods; he saw farm tractors do switching work day after day—switching that technically was the duty of the railroads.

While the freight problem may not have been so great in Canada as in the United States, Western Canada especially was, and is, vitally affected by transportation conditions in the States, for so great a proportion of the farm machinery and farm equipment sold in the Canadian West, is the product of U.S. factories. This being the case, it is hard for the Canadian dealers and farmers to realize just how many difficulties have beset the manufacturer during the past two years.

Production or Transportation?

On every hand we hear cries of greater production, but I believe a thorough analysis would convince anyone that it is more a question of transportation. Even with disturbed labor conditions, the majority of delays in manufacturing are directly, or indirectly traceable to delays in transporting material.

During the past three years the manufacturer has been delayed in getting his material. He is dependent upon the steel mills and the parts makers, and they, in turn, are dependent upon the mines; and then again the mines are dependent on other manufacturers for mining equipment with which to operate. The farmer is dependent on many phases of the manufacturing industry to supply his needs, and absolutely everyone is directly dependent upon the farmer. Thus we get an endless circle of dependencies, and analysing the situation from its various angles, the wonder is that things are moving along as smoothly as they are.

Since 1915 the volume of freight handled in the U.S. has increased 45 per cent. During the same period the increase in number of freight cars amounts to only 2 per cent. This deficiency in freight car equipment is seen reflected in express service: when a shipper realizes the congested freight condition, he routes more and more of his goods by express.

Express and Increased Prices

As a result of this condition, express shipments have increased more rapidly than ever before. Few express cars have been built during the past three years. Today it is quite the practice to ship commodities by express that, under normal conditions would have always gone by freight. This has been a substantial factor in increasing prices.

The only way to compensate for the slow movement of goods is to speed the flow of products through the available channels. It is up to the traffic men, both with the railroads and with private corporations, to accomplish this. It is their duty to judiciously apportion material and transportation equipment—to protect both buyer and seller, to use every piece of equipment to the greatest possible advantage.

Traffic men cannot remedy the situation single handed. Others must do their share. The dealer in farm machinery should have a clearer understanding of the problems that confront the manu-

facturer, and the farmer should appreciate the dealer's efforts to supply his needs. The public, as a whole, should maintain a liberal minded attitude towards the railroads.

Individual Assistance Necessary

Transportation is the neck of the bottle. Immediate individual profit is quite incidental. The big problem is to keep the wheels of industry turning. It is up to everyone to face the situation and consider things fairly. The problem affects everyone directly or indirectly. It's up to everyone to do his part toward alleviating the condition. Equipment should not be delayed. The fact that a man is willing or able to pay a high demurrage charge does not entitle him to hold up a freight car.

Such a man is not only subjecting some other shipper to a hardship, but he is placing himself in a position where the railroads will not be inclined to give him preferred service the next time he needs a car. To needlessly detain equipment is a crime against the economic welfare of the country.

Capacity Loading

Cars should be loaded to a maximum capacity, which, generally speaking, is 10 per cent above the rated capacity. In other words, a car marked 60,000 pounds should be loaded to 66,000 pounds. Consignees should promptly take up L.C.L. shipments in order to avoid freight house congestions. Buyers of all kinds should anticipate their requirements as far ahead as possible. Idle talk will accomplish nothing. Intelligent co-operation and hard work will save the day.

Rumely Dealers get Good Advertising Service

This year the Advance-Rumely Co. prepared and offered free to its dealers throughout Canada and the United States, plated advertisements in the form of a choice of three complete campaigns, each designed to cover an entire year's advertising in local newspapers.

They offer three separate campaigns. The first one contains thirty-three insertions ranging in size from four columns by twelve inches to two columns by five inches. The second one contains fifty insertions of the same range in size as No. 1. No. 3 is designed for dealers who have two newspapers in their town. It contains 43 insertions for each newspaper, making a total of 86 insertions for the entire year. In each of the campaigns there are alternate cuts which permit the advertising to be fitted to the individual conditions of the dealer's territory.

The campaigns have proved very successful. Approximately 35 per cent of all their dealers are now using this form of advertising, and it is increasing in favor.

Tractor Concern Elects Officers

At a meeting of General Tractors, Inc., manufacturers of Monarch Neverslip tractors, Russell S. Tucker was elected president and treasurer of the company to succeed W. N. Smith, who has resigned. Mr. Smith continues as president of the Monarch Tractor Co., of Watertown, and Monarch Tractors, Ltd., of Brantford, Ont. A branch is in Winnipeg.

General Tractors, Inc., is the holding company operating factories at Watertown, Wis.; Paulsboro, N.J., and Brantford, Ont., where Monarch tractors are built for the Canadian trade.

Other officers elected are as follows: D. V. Holcomb, vice-president; C. D. Inman, secretary; L. W. Hornbeck, assistant secretary and assistant treasurer.

A Winning Sales Combination for the Aggressive Dealer

LAUSON 15-25 : : 15-30 TRACTORS

DUSTPROOF. ALL GEARS ENCLOSED

Plenty of power on drawbar for three plows, depending on soil condition, and sufficient belt power for separators 24 in. to 28 in., depending upon make, and the larger size feed cutters.

For the farmer the purchase of a tractor is an important investment. It is not what the purchaser pays for a tractor—but the service received and economy of operation that finally determines its cost.

The Lauson Tractor justifies its cost by its long service—low operating costs—and results given. Easy running, giving 30 per cent surplus power over rating, efficient draw-bar pull, burning kerosene for fuel, operates easily—and dustproof (for all bearings are encased and bathed in oil)—it gives steady, efficient power. It pays the dealer in both prestige and profits to handle the Lauson. Let us send you full particulars.

Every Tractor Owner a Prospect

LINCOLN Separators

Size 24-46

The Cushman policy has always been to give their dealers and customers modern farm machinery best adapted to meet their requirements.

The Lincoln Separator is no exception. No expense has been spared in perfecting this separator.

It does all the work of larger threshers—and does it better.
Farmers who desire to pull their thresher with a 10-20 or 12-24 tractor will find the Lincoln Separator the ideal machine to use.
It threshes the grain well—and cleans it thoroughly—ready for market.
Strong and substantially built, it stands up under the hardest service.
Proper spacing of cylinder and concave teeth insures the threshing of all grain.
Optional Equipment—Hand Feed and Windstacker—or—full equipment as illustrated—Self Feeder and Windstacker.

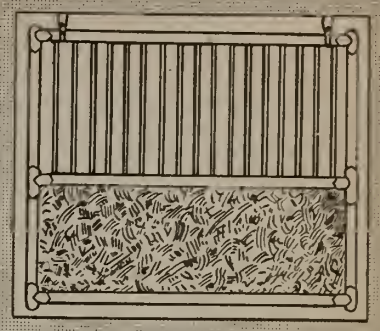
The Lincoln Separator can be furnished mounted on the same truck with our 22 H.P. Heavy-Duty, Ball Bearing Engine. This combination is the best outfit on the market to-day.

Dealers—Write for full particulars. Read carefully about the important features—the simple construction—and the great durability of the Lincoln Separator. Get our attractive sales offer on this fast-selling, efficient separator.

Cushman Motor Works of Canada Ltd.

Builders of the Famous Cushman Light-Weight Engines.
Dept. E Whyte Avenue and Vine Street, WINNIPEG, MAN.
Distributing Warehouses:—
Toronto, Moose Jaw, Saskatoon, Calgary, Edmonton.

Tank Heaters
Straw Spreaders
Lincoln Saws
Incubators and Brooders
Auto Accessories
Tractor Plows
Combination Threshers
Light-Weight Engines
Lincoln Grinders
Vacuum Washing Machines
"Hoiland" Wild Oat Separators.
Smut and Pickling Machines
Western Pulverizer, Packer and Mulcher
Wagner Hardware Specialties
Shinn-Flat Lightning Conductors
"Does-More" Lighting Plants
24-46 Separators
Lauson 15-25 and 15-30 Tractors



Handy Steel Swinging Front

This handy arrangement does away with the necessity of going into the horse stalls to feed.

Just fork the hay through the swinging panel into the manger.

BT TIME SAVER Trade Mark

BT HORSE STABLE FITTINGS

This is just one of the labor-saving features of BT Steel Horse Stable Fittings.

They always look well. After years of use they will still look neat.

There is no repairing to do. In case of fire the steel equipment will stand and keep the falling timbers from injuring the animals. The labor they save alone makes them a profitable investment.

BEATTY BROS.
LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B.C. London, Eng. 16 Holborn Viaduct.

With the Manufacturers

The Empire Cream Separator Co., Bloomfield, N.J., is planning the erection of a plant addition, 50 x150.

The capital stock of the De Laval Separator Co., New York City, has been increased to $5,000,000.

The Townsley Mfg. Co., Brandon, manufacturers of lightning rods, are applying for authority to increase their capital from $20,000 to $60,000.

The Russell-Grader Mfg. Co., Minneapolis, proposes to erect a large new factory in northeast Minneapolis, for the manufacture of its road graders.

PUMPS
AND
Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street, Brandon, Man.

Fire from a short circuit wire caused damages estimated at $35,000 to $50,000 in the warehouse of the International Harvester Co., at Spokane, May 12.

The General Motors Co. will erect a million dollar plant at Doylestown, Pa., during the next two years, for the manufacture of automobiles and farm machinery.

C. M. Eason, formerly manager of the tractor bearings division of the Hyatt Roller Bearing Co., has rejoined that company as vice-president in charge of sales.

The Wichita Tractor Company, Wichita, Kan., has been reorganized under the name of the Agrimotor Co. and incorporated with a capital stock of $1,250,000.

Marshall Wells, B.C., Ltd., has been incorporated with a capital of $1,000,000, and in the near future will open a wholesale hardware business in Vancouver, B.C.

F. W. Sinram, president of the Van Dorn & Dutton Co., Cleveland, has for the fourth time been re-elected president of the American Gear Manufacturers' Association.

A new gray iron foundry, 135 x 550, is being erected at Milwaukee, Wis., by the Allis-Chalmers Mfg. Co. It will be used principally to make castings for tractors.

Are Your Spark Plugs Fouling?

LUBRICATING oil creeps up by ordinary rings and old rings—forms carbon, pits the valves, injures the cylinders and pistons and destroys the power of the motor.

One of the best indications of oil leakage is fouled spark plugs.

BURD High Compression Piston Rings seal the cylinders tight against oil and against fuel leaks.

Each ring cast separately in an individual mould to insure perfect cylindrical expansion.

Tell us your motor troubles in a letter—we can help you, or

Ask Your Mechanic — He Knows

For Sale by all Dealers, Jobbers and Garages, **Burd Ring Sales Co. of Canada** 322 McIntyre Block. Phone: Main 211.

BURD high compression PISTON RINGS

The Burd Guarded Opening—the difference between Burd and other rings that means greater flexibility and service in any automobile motor.

Francis E. Hutchinson has been appointed general sales manager of the Hoiland Mfg. Co., of Fargo, N.D. He was formerly with the Emerson-Brantingham organization.

The Avery Co., Peoria, Ill., has just completed a three-story building, erected especially to improve facilities for handling separators. The structure is of concrete and brick.

The Universal Motor Co., Oshkosh, Wis., manufacturing gas engines and farm lighting systems, has awarded contracts for its new factory, which will be three storeys high.

It is reported that the General Motors Corp. will increase its capital, largely for the purpose of expanding its activities in the motor truck field and in the manufacture of tractors.

The Canadian Fairbanks-Morse Co., Ltd., are erecting a building on Pitt Street East, Windsor, which will be used for sales office and warehouse. The building will be two storeys, 50 x 90.

The Swedish Separator Co., Chicago, is preparing to open a branch house in San Francisco. This will be placed in charge of Neal Weaver, who has been connected with the Hart-Parr Co.

Work has been started on additions at Pontiac, Mich., which will increase the capacity of the General Motors Truck Co. to 25,000 trucks in 1921. These additions will double the size of the plant.

The No-Leak-O Piston Ring Co., at Muskegon, Mich., has completed a large addition to its plant. The improvement has enabled the company to increase its output to 1,000,000 rings per month.

An entire trainload of Moline Universal tractors was recently shipped from Moline to Columbus, Ohio, for distribution in that state. The train comprised thirty-five cars and contained nearly 200 tractors.

The name of the Champion Potato Machinery Co., Hammond, Ind., has been changed to Champion Corporation. This change in name is advisable, as the diversity of the company's lines was not properly covered by the former title.

The J. I. Case Plow Works Co., Racine, Wis., has arranged for an exhibit of its line of plows and other tillage implements at the famous Helsingfors fair to be held at Helsingfors, Finland, June 27 to July 7.

The Gray-Dort Co., Chatham, Ont., is extending its premises and has taken over the buildings of William Grays Sons & Campbell, Ltd. The company has also erected large warehouses at Montreal and Ottawa.

The International Harvester Co. is enlarging its Milwaukee plant for the purpose of increasing the output of Primrose cream separators. The addition will afford an additional 14,600 square feet of shop space.

The Commerce Motor Car Co., Detroit, manufacturers of Commerce trucks, have organized a Canadian subsidiary, Commerce Motor Trucks, Ltd., who will manufacture Commerce trucks in a plant to be erected in Guelph.

D. A. Burke, formerly a prominent figure in the implement trade, who has been connected with the Buick division of the General Motors Corp., has been placed in charge of the new G. M. C. factory at Muncie, Ind.

The Turner Mfg. Co. of Port Washington, Wis., has let a contract for large additions to its foundry and machine shops. Work is now under way. The Turner Co. reports a big demand from American and Canadian distributors.

The Whitney Tractor Co. has acquired the assets, goodwill, manufacturing plant and all of the facilities of the Ohio Mfg. Co., Upper Sandusky, Ohio, manufacturers of Whitney tractors. The capitalization of the new company is $1,000,000.

Fulton Motors Corporation, New York, are arranging for the manufacture of the 1½-ton Fulton truck in Canada. The manufacture and distribution of this truck will be handled by the Denby Motor Truck Co. of Canada, Chatham, Ont.

L. N. Burns, until recently vice-president and general sales manager of the J. I. Case Plow Works Co., Racine, Wis., heads the newly organized Racine Engineering Co., which plans to devote its activities exclusively to the engineering of tractors and tractor implements.

A new oil refinery is being built at Moose Jaw for the Western Oil Co. of that city. Foundations are in for receipt of plant and the large boiler has been set up. Shipments of lubricating stock have been received and will be used in the manufacture of lubricating oil. The office building has been practically completed.

Now would be a mighty fine time to revive that "back to the soil" movement about which most of us were so vociferous a few seasons ago.

The E-B Threshing Rig is Right— And Farmers Like It

The E-B 12-20 tractor pulling the E-B Geiser Thresher—there's a rig that is pretty near perfect for individual use. For this E-B rig differs only in ***capacity*** —not in ***quality***—from the big E-B outfits that threshermen swear by.

This rig is the most popular of a popular class. Power farmers demand the individual rig, and they demand a rig of proven quality. The E-B rig is just that —right in design, right in workmanship, a quality job in every detail. And it has been on the job so long that farmers everywhere know how good it is.

In addition, E-B dealers can assure the buyer of an E-B threshing rig a quality of service to match the quality of E-B machinery. Without service no farm machinery will be satisfactory to your customer.

You know the E-B service policy, and especially the E-B repair part service. Let your customers know it too. It's the final fact that makes the E-B threshing rig the best buy in the field.

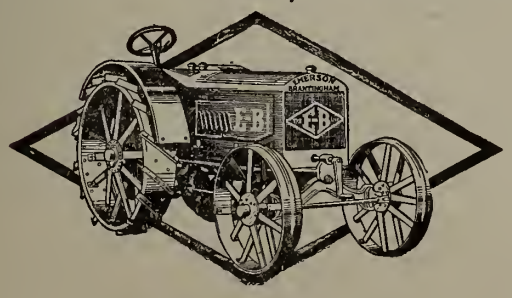
Emerson-Brantingham Implement Co.

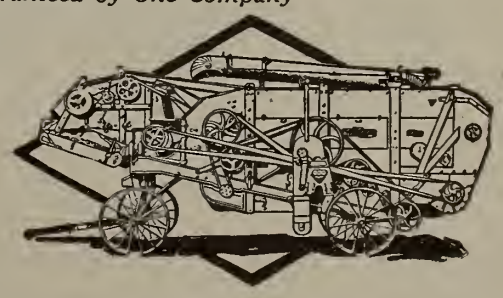
Established 1852 **Rockford, Illinois**

Emerson-Brantingham Implement Co., Regina
Distributors of the E-B Line of Power Farming Equipment in Saskatchewan

Anderson-Roe Company, Ltd., Winnipeg, Regina, Calgary, Saskatoon
Distributing Stocks at Edmonton and Lethbridge

A Complete Line of Farm Machinery Manufactured and Guaranteed by One Company





E-B Branches

Amarillo, Texas
Auburn, N.Y.
Baltimore, Md.
Billings, Mont.
Columbus, Ohio
Dallas, Texas
Denver, Col.
Des Moines, Ia.
Fargo, N.D.
Harrisburg, Pa.
Indianapolis, Ind.
Kansas City, Mo.
Minneapolis, Minn.
Nashville, Tenn.
Oklahoma City, Okla.
Omaha, Neb.
Peoria, Ill.
Regina, Sask., Canada
Rockford, Ill.
Salisbury, N.C.
Sioux Falls, S. D.
St. Louis, Mo.
Trenton, N. J.
Wichita, Kan.

Export Office: Grand Central Palace, New York City

Handling the Disc Harrow

"The Disk Harrow Hitch" is the title of a new bulletin issued by the Hyatt Roller Bearing Co., and written by F. N. G. Kranich, manager implements bearings division.

The purpose of the disk harrow is explained, emphasizing the important part that it plays in the preparation of seed beds. Adjustments are described and discussed in detail. It is pointed out that so many different factors affect the matter of draft that no definite rule holds good under all conditions. The angle at which the disks are set has the greatest influence. When the disks are set at too great an angle there is a skidding instead of a cutting action. Under such a condition it is necessary to add weight in order to get penetration. This further increases the draft. Working in wet or damp plowed ground also gives an increased draft. So does the lubrication and condition of the bearings.

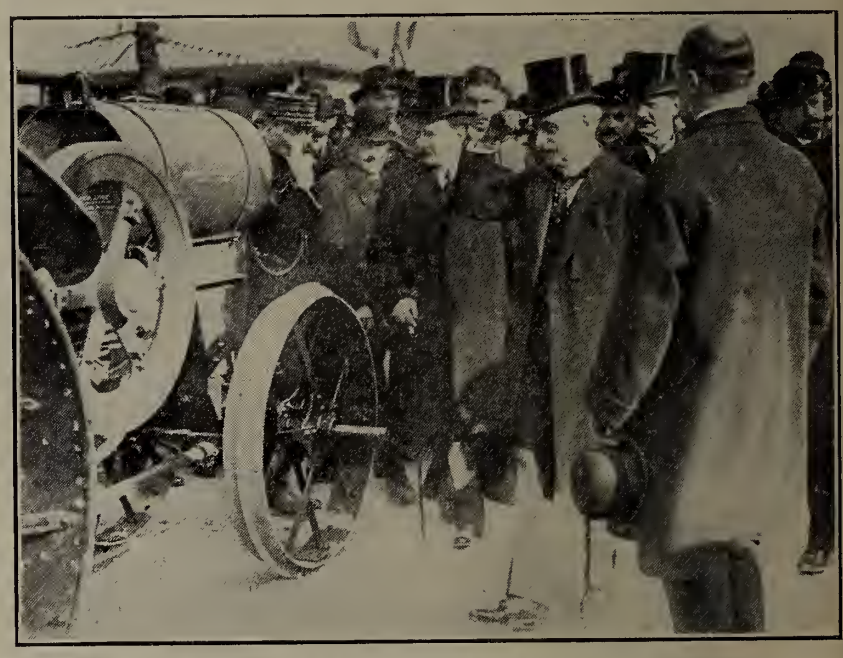
Separator Salesman Predicts Big Year

W. O. Johnston, a salesman for the Empire Cream Separator Co. of Canada, is of the opinion that 1920 will be a record year for his company. There will be, he states, a big increase in the sale of labor-saving farm and dairy equipment of all kinds, especially of separators and milking machines. Mr. Johnston says:

"There is no question but what dairying has a greater future directly ahead of it than ever before. Farmers are promoting dairying; they are installing labor and time-saving implements, which, at the same time, help greatly in increasing the production, and that, of course, is the ultimate which either makes for big success, or fails, in the big promotion of this great industry that means so much not alone to our nation, but to mankind at large."

The Tractor in France

Only the other day we read that France is expecting such a big crop this year that she hopes not to have to import any wheat for bread. How is this? Very possibly this remarkable recovery of agriculture in France is due to the interest being shown in the tractor by the French government. Here we see M. Deschanel, president of the Republic (in the center touching his hat), spending all of one morning at the spring plowing wheat exhibition, held in the Tuileries Gardens. To the president's right (in the foreground with cane) is J. H. Ricard, Minister of Agriculture.



M. Deschanel, President of France (raising his hand to hat), looking over the Titan tractor in the Tuileries Gardens, in Paris

Regarding the assistance of American tractors in their effort to help France in her agricultural recovery, "Le Monde Illustre" says:

"Monsieur Paul Deschanel particularly noticed the Titan tractor, which was pointed out to him as being one of those most used in France.

"Since 1917 the Titan has been used in large numbers by the mechanical plowing section of the Ministry of Agriculture, for the formation of batteries of tractors destined for the liberated regions. They thus helped enormously in putting the land into working order again, and were among the pioneers of mechanical plowing in France."

Financial Expert Joins Massey-Harris

Thomas Bradshaw, for several years finance commissioner of the City of Toronto, has accepted the position of treasurer of the Massey-Harris Co., Ltd., and has been elected to the board of directors. Mr. Bradshaw's expert knowledge should be of great value to the Massey-Harris organization. The total assets of the Massey-Harris Co. and its affiliated companies, amount to between thirty and forty million dollars, and the matter of having someone on the staff with an expert knowledge of finance had been under consideration for some time. The war has added many problems for the consideration of the company, in view of the fact that several million dollars are tied up in Europe.

Avery Tractor Machines

The Avery Co., Peoria, Ill., recently issued a new booklet dealing with their complete line of power-operated tractor - drawn machinery. This interest publication covers the following Avery machines: Light and heavy tractor moldboard plows, tractor disk plows, listers, harrows and grain drills. The section dealing with the Avery power-lift grain drill is finely illustrated, and shows in detail the construction of this implement. Copies of this new Avery booklet can be had on request from the company's branches.

Every invoice has its sale tax!

YOU Can Help Relieve

The Shortage of Oil Containers

BY OFFERING

MAX OIL WAGON TANKS

Reasonable in Price Durable in Service
Profitable to the Dealer

Write To-day for Full Particulars

Western Steel Products Limited

WINNIPEG Man. REGINA Sask. CALGARY Alta. EDMONTON Alta.

JUMBO GASOLINE ENGINES

Over 100,000 in Use

Made in Sizes: 1½, 2½, 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. Get the Agency.

"LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 30 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.

Write Nearest Branch for Particulars

Manufactured by **Nelson Brothers Co.**
Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co., Ltd.

WINNIPEG REGINA SASKATOON CALGARY

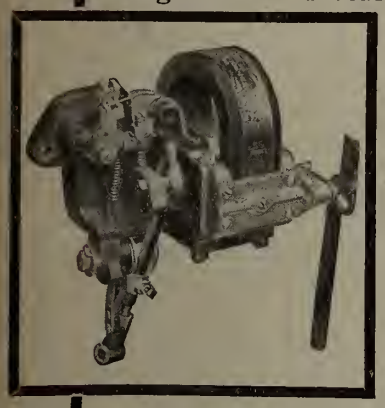
What the Lifeblood is

to the human system, so is the Spark to the Gas Engine. No blood, no life; no spark, no power.

IGNITION'S THE THING
WHY TAKE CHANCES?

WEBSTER
MAGNETO

is furnished as regular equipment by 85% of the Gas Engine Manufacturers of America using make-and-break ignition.

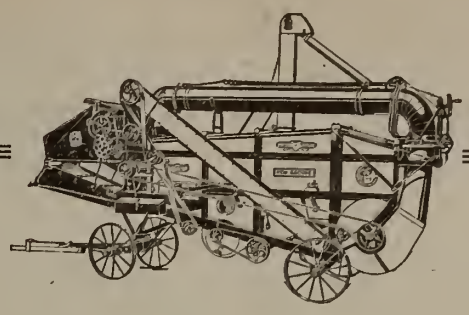


MORE THAN 600,000 ARE IN DAILY USE.

It's Absolutely Reliable, Weather-proof, Fool-proof, Trouble-proof. Insist on having your engines . . .

WEBSTER EQUIPPED

WEBSTER ELECTRIC COMPANY
RACINE, WISCONSIN, U.S.A.



New Racine Thresher

The Dealer's Favorite

Threshes Clean
Saves all the Grain
Operated by Light Power
Needs No Experting

We have a fine proposition for live distributors in Manitoba, Alberta, Saskatchewan, and British Columbia.

BELLE CITY MANUFACTURING CO.
Sole Manufacturers
RACINE, WISCONSIN, U.S.A.

TWINE OF QUALITY FOR CANADIAN FARMERS

THE matter of supplying the farmer with good binder twine is not merely a twine-selling proposition on the part of the Harvester Company. It is much more than that. It is an obligation.

When the original founders of the Harvester Company gave to the world the first practical twine binders over forty years ago, they automatically assumed the responsibility of insuring satisfactory operation from these machines. They successfully met that obligation with good twine.

To-day this inherited responsibility is greater than ever. Proper operation of thousands of good binders is threatened by the many brands of cheap inferior twine. It is part of the Harvester Company's obligation to protect the owners of these machines against the hazards of such twine. This protection is rendered by supplying the farmers of Canada with twine of quality that insures sure tying and full length. Such twine bears one of these names:

McCORMICK—DEERING—INTERNATIONAL

(Guaranteed for Weight, Strength and Length)

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N.B.

Canada's Agricultural Production

A recent report from the Department of Agriculture at Ottawa, shows that the estimated total agricultural wealth of the Dominion to-day is $7,379,299,000. There were 53,049,640 acres of land under field crops in 1919, the value of our agricultural products last year being $1,975,841,000, compared with $396,917,732, the value of Canada's mineral wealth. The value of agricultural products was far greater than the combined value of our minerals, forests and fisheries.

Between 1911 and 1919 there had been a most marked increase in wheat crop acreage. It aggregated 11,100,673 acres in 1911 and 19,141,337 acres in 1919, thus having nearly doubled.

The yield per acre had shown a falling off, however. In 1911 the average was 20.80 bushels per acre, while last year it went down to 10.25 bushels. In 1915, with an exceptional crop, the average went to 26.05 bushels.

It is evident that better farming methods would result in a general increase in yield per acre, without a fresh acre being sown. The value of modern machinery is, however, emphasized. Actual statistics given of crops grown at the experimental farms outline the possibilities as regards greater crop production. With an increase of three bushels per acre in wheat, six in oats, four in barley, and 50 bushels increase per acre in potatoes, which it is fair to estimate could be obtained by better methods, an estimated annual increase from grain and potatoes could be secured of $233,211,082.

A Time for Caution

Economy is a good policy in the retail trade at the present time. The dealer should trim his lines, eliminating unprofitable lines and getting rid of slow moving merchandise whenever possible. The dollar saved in 1914 is worth only 50 cents in to-day's commodity market. But the dollar saved to-day will see a time when it will possibly buy two-fold. Credit should be reasonably and sensibly restricted. The dealer should avoid putting a customer in debt beyond his present ability to pay.

Slow accounts should be collected, advances stopped to past due accounts even at the sacrifice of volume. Every business man should be prepared to pay his bills promptly. This keeps him safe and helps the other fellow.

There should be but little future buying as it has been done in the past. Big stocks are dangerous. A situation may be conceived in which goods bought to sell in the remote future may be worth a good deal less than they cost.

The risk which the retail merchant assumes to-day in placing future orders is greater than the jobber or manufacturer, who is in a much better position to not only anticipate the volume, but the price necessary to pay a profit.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JUNE, 1920

Auto Dealers Protest Legislation

Automobile dealers in Saskatchewan are incensed at an act passed during the last session of the Legislature in that province. This Act provides that at least one point in Saskatchewan shall obtain a stock of repairs and parts for automobiles sold within the province, and for a period of five years after the date on which an automobile of any make may cease to be sold.

Dealers claim that such an Act means that they must either jointly put in a very large repair stock at one point, or else the individual dealer must carry repairs. In either case, such an Act, the dealers allege, means tying up a large sum in spare parts. This they protest against as their agencies are subject to cancellation on short notice.

It is further claimed by the automobile dealers that the Act will have the tendency to give three or four manufacturers who are already well established in this province a monopoly of the business, as agents will refuse to accept the agency for the sale of new makes of cars. The government has replied that it is powerless to interfere, as the Act has been passed. Nothing can be done until next session.

Keep Up Your Volume

Don't be fooled by the dollars-and-cents volume of the goods you are selling. At present high prices your business may look a lot bigger than it was two years ago, and yet you may be making fewer actual sales. That is not a safe basis to build on. You must increase your actual number of sales each year if your business is going to keep healthy and permanently successful.

If you are handling the big advertised lines, the makes of machinery that people know, you have a better chance for helping increase your sales than if you are handling unknown lines. The implements which are advertised year after year in the leading farm journels have a reputation among the prosperous farmers of your community. They are the backbone of the dealers' trade.

Standardizing Weights and Measures

The adoption of metre-litre gram as the standard measurements in English-speaking countries is of vital importance to all branches of trade and commerce. While Canada and the United States have their currency on the metric system, the adoption of metric figures, that is, the placing of all weights and measures on the decimal basis, is a step in the right direction. In the United States the World Trade Club is behind a Metric Bill, which will shortly come up before the Senate in that country.

In North America we have an awkward, obsolete, unstandardized system. The gallon is 20 per cent larger in Canada than in the United States, a country from which we import liquid commodities. We have three weights in vogue — apothecary, troy and avoirdupois. The first two have ounces in common, but differ otherwise. We have two varieties of tons, and about twenty different sorts of bushels. The metric system, on the other hand, has units which are logically interrelated; decimal — therefore easy to use and easier for all purposes of computation.

One enthusiast for the metric system in Canada states that he has striven for years to force manufacturers have farm implements and other necessities standardized. He says that the chief object of our present system in the implement industry seems to be to camouflage anything useful in implement lines so that a farmer has to buy an implement to-day, junk it to-morrow and buy it made over the day following because it is useless. "The parts for repair," says this man, "cost more than the new machine. I have not calculated the matter, but fancy that if a farmer bought the parts separate for a reaper and put them together his reaper would doubtless cost him about $1600 for a $250 machine; in other words, they are manufactured and assembled largely for selling repairs therefor."

There is not the least doubt that the standardization of not only weights and measures, but of farm implements, if made effective, would save the farmers of this continent a vast sum of money annually. There is no good reason why standardization should not be imposed in many lines of manufacture.

Tractors help produce food and don't require any feed. The same can't be said of horses.

What is Wrong with Humanity?

That it is time for a revival of common sense, simple tastes, and work and saving, is the conclusions arrived at in an indictment against present-day conditions made by George F. Whitsett, editor of the "Harvester World." Mr. Whitsett specifies America in his article. We believe that as part of North America, the Dominion suffers from the same feverish conditions, and the message rings true also for Canada. This writer says:

"There is too much spending and too little earning; too much extravagance and too little economy; too much restless and vague desire and too little real enjoyment. Something is wrong.

"We believe this is what is the matter. America has been builded by a race of people, who knew nothing about the soft life. All they knew was work, denial, hardship, and good straight fun when it was time for it. They knew nothing about taking something which someone else had already made and sitting back to watch the money roll in.

"The present generation has forgotten what it has all cost. They see this wonderful business and commercial structure, and they think it all just happened, that it has always been this way. They enjoy these comforts and reap these easy dividends, and think this has always been the order of the day.

"If we could have some of the old-fashioned hard work, and saving and self-denial, we might also have some of the old-fashioned contentment and joy of living. The present generation has more than any other has ever had, and it is bored to death. It thinks because everything isn't still softer and still more perfect, that it is all wrong."

Wuthrich Resigns Position

C. G. Wuthrich, formerly manager of Monarch Tractor Sales, Ltd., Winnipeg, and also president of that distributing concern, has severed his connection with the company owing to ill-health.

Mr. Wuthrich, who is well known to the West Canadian trade as formerly manager of the John Deere Plow Co., at Calgary, recently underwent three major and one minor operations at the Mayo Clinic, Rochester, Minn., in an endeavor to cure a serious intestinal trouble. We are glad to report that Mr. Wuthrich is now improving in health, and is now recuperating at his home in Alhambra, Cal. With his many friends in the west, we hope that soon he will regain his usual rugged health, and be able to get back into the implement business in which he has had so long experience.

Anti-Dumping Legislation at Washington

It is evident that Canadian competition is resulting in strong pressure being made upon the U. S. Congress for the enactment of the pending anti-dumping legislation. With 84 plants in Canada producing farm equipment, there has been in late years a great increase in the importation of Canadian farm machinery into the United States.

The Washington correspondent of Farm Implement News, Chicago, reports that under the measure that is now going through congress, a special or dumping duty which will operate as a differential is to be levied against imported merchandise whenever the selling price of such merchandise is less than the "actual market value" of such merchandise If actual market value cannot be determined, then must the price in the U. S. be not less than that for which such wares are sold for exportation to other countries.

Continuing, this correspondent says in our contemporary:

"Mention of Canadian competition as a possible ultimate factor that might arouse farm equipment tradesmen to a keen interest in anti-dumping legislation, brings to mind the fact that Canada has had in force, since the year 1904, laws of the same general character as it is now proposed to place on the U. S. statute books, and in Canada farm implement items have figured conspicuously in the operation of the protective law."

Customs Rulings

Under a recent customs decision on import duties, it is stated that culti-packers, or tractor packers are dutiable, and under tariff item 488 will bear an import rate of 20 per cent.

Drastic Increase Proposed on Newspaper and Trade Journal Postage

THE Minister of Customs and Inland Revenue at Ottawa has introduced a bill to amend the Post Office Act by increasing the postage rate on all newspapers, except country weeklies, on January 1, 1921, from ¼c. to 1c. a pound, an increase of 300 per cent, and from January 1, 1922, to 1½c. a pound, an increase of 500 per cent over the present rates. A similar percentage increase on first class mail would raise the minimum rate for letters from 3c. to 12c. in 1921, and to 18c. in 1922.

Reasons given for this proposed taxation of periodicals and newspapers is that the railroads have been awarded a higher rate for carrying mail matter. This increase, however, is less than 100 per cent. The salaries of postal officials have been increased—but in probably no case has such increase been 100 per cent.

The low postage rate given second class mail matter (such as "Canadian Farm Implements") was for the purpose of encouraging the establishment of Canadian newspapers and periodicals. Is it fair, when publishers have invested large sums of money in promoting and carrying on publications that this policy by the Government should suddenly be reversed, so that the drastic increase in rates will ruin many worthy publications and cripple the service given by the balance which survive.

Business men in every line endorse the value of the trade press. In every branch of commerce and industry such magazines are a means of increasing efficiency, of keeping the men in a specific line of business in touch with all that happens in connection with that business. The trade paper also has a distinct educational value from the standpoint of the sphere it serves. Yet the Government evidently considers that trade papers and magazines should have to bear an increase of postal rates, COMMENCING AT A 300 PER CENT ADVANCE.

It is claimed by the Retail Merchants' Association of Canada that the Government has been carrying mail order catalogues at a loss, and that this deficit has been made up by general taxation—in which the retail dealer pays his share. With the proposed postal rates, if put in effect, the retail merchant will face a further tax through an increased subscription cost for all newspapers and trade papers.

The Canadian publisher already has enough difficulties to combat. He has an enormous increase in printing and production costs. Labor, paper, machinery ,and supplies—all have increased. Further, he has the competition of United States publications to meet. This further load is objected to by every publication.

The Canadian National Newspapers and Periodicals Association, of which "Canadian Farm Implements" is a member, considers an increase of more than 100 per cent in postage on trade publications unfair. They have asked the Government that the proposed increase, on January 1 next, to 1c. a pound be reconsidered, and that the increase be not more than ½c. a pound, which will equal a 100 per cent advance.

As a believer in the work being done by Canadian trade publications, every reader of this trade journal should get in touch with the Postmaster-General, and also your member of Parliament at Ottawa, urging that trade papers and magazines should not have to bear more than 100 per cent increase in postal rates. WILL YOU DO THIS?

Personal

Morrow Bros. are now dealers at Watrous.

P. D. Anderson is a new dealer at Fort Frances.

Krueger Bros. have opened an auto business at Ogema.

S. Lawlor is the name of a new dealer at Kenton.

S. S. Moulton has commenced a harness business at Starbuck.

A. C. Lawson has commenced an auto business at Kamsack.

P. Pasterick is now in the implement business at Mundare.

D. B. Howard has sold out his automobile business at Laura.

E. Snyder is carrying on an automobile business at Botha.

Wanlin Bros. have opened an implement store at Oak Lake.

J. C. Hunt has opened a new implement business at Kinnso.

Lewis Adland has commenced an auto business at Strongfield.

S. Parsons is operating an automobile business at Revelstoke.

Ed. Leavens has discontinued his harness business at Alliance.

W. J. Jaques has opened an implement warehouse at Estevan.

T. W. Oakes has commenced an implement business at Vilna.

P. Decker has sold his auto business at Eston to A. McConnell.

T. C. Lands has commenced an automobile business at Crystal City.

O. O. Quesseth, auto dealer at Donalda, has sold out to Hilker Bros.

The Macklin Garage has been sold to a firm named Ducklow & Fraser.

H. A. Ball has commenced an automobile concern in Prince Albert.

Phelps & Elliott, dealers at Penticton, are succeeded by H. A. Phelps.

W. Hopcraft has opened an implement store in the town of Baldur.

E. O. Chappel is now carrying on an implement business at Oxbow.

H. O. Moe is the title that graces a new implement stand at Outram.

W. A. Leslie, a dealer at Watrous, has sold out to G. S. Parsons.

John Linner is a new dealer at Manson, where he reports good business.

Jackson Bros. are the latest addition to the implement fraternity at Eston.

Edward Scarrow is a new implement dealer doing business at McAuley.

The Victoria Oil Company are increasing their capital stock to $50,000.00.

Oschefski & Rothlander are owners of an auto business at Earl Grey.

Graham Stewart is the owner of a newly opened auto concern at Teulon.

Ole Jorgensen is operating an automobile agency concern at Nobleford.

Frank Boothman is owner of a newly started harness store at Mossbank.

A. Boucher, an auto dealer at Gravelbourg, has sold out to M. Daoust.

Voll & Beilhartz are owners of a new implement concern in Shellbrook.

The Strathcona Garage is a new concern now operating in Vancouver.

A. Johnston is the proprietor of a new implement business at Stockholm.

A. Milhausen, harness dealer at Fiske, has sold out to R. S. Cruikshank.

H. G. Haack is reported to be operating an implement store at Lucky Lake.

George Cherring has started in the implement business at Waskateneau, Alta.

Duval & Mair, auto dealers at Prince Albert, have sold out to Wickens Bros.

The Grand Forks Garage Co. have opened a branch business at Penticton, B.C.

A. M. Aikens is the owner of a new automobile and accessory business at Eden.

Edwards & McLachlan have commenced an automobile concern at Basswood.

Hunt & McKinee, auto dealers at Jansen, have been succeeded by Hunt & Schroeder.

Hirsch Bros. have dissolved partnership in an automobile business at Prelate.

A change is reported in the ownership of the Valley Garage at Fort Qu'Appelle.

Eaton Bros., auto dealers at Reston, are reported to be dissolving partnership.

We regret to note the death of James Sargent, an implement dealer at Mannville.

J. J. Pollard, a harness man at Kelliher, has sold out in that town to E. H. Tripp.

Rutherford & Brome, automobile dealers at Warner, suffered a loss by fire recently.

M. S. Dickey has sold his garage stock at Findlater, to the Findlater Garage Co.

Chipman, Lines & Swanson are now carrying on an automobile business at Guernsey.

A change of management is reported in the Reliance Machine & Motor Co. at Brandon.

Johnson & Samson, auto dealers at Kandahar, are succeeded by Samson & Halldorson.

The premises of the Markinch Motor Co., in Markinch, were destroyed by fire recently.

F. T. Dawson, an implement dealer at Roland, has sold out in that town to R. Chanin.

Trigge & Laird have been incorporated at Winnipeg to sell automobile attachments.

Mooney & Robinson have commenced business in a new implement store at Cartwright.

Farrell & Peabody are finding business good in their new implement business at Rimby.

Partnership has been dissolved in the Western Rawhide Harness Co., at St. Boniface, Man.

Leo. Lauder has sold out his farm machinery business at Elphinstone to Morton Bros.

Ed. Boettcher has sold out his auto business at Veteran to Tucker Bros., of Clareholm.

Gordon McCracken is the name of an implement dealer who is now doing business at Eden.

H. Walton, a blacksmith at Bersay, is adding implement lines to his business in that village.

Martin Hadaller reports a good demand in the auto business in his new agency at Hazelridge.

W. Anderson, implement dealer at DeWinton, has sold out to a firm named O'Neil & Andrews.

H. Lucking has bought out the implement business at Pennant, formerly owned by W. Derrick.

The Saskatchewan Universal Tire Filler Co. have commenced operations at North Battleford.

D. A. Thompson, a hardware and harness dealer at Veteran, is removing his stock to Coronation.

M. J. Buckler has bought out the business of Henry Christfield, an implement man at Maymont.

Ellis Brown has sold out his implement business at Tribune, to a dealer named W. M. Friedrick.

James Gillespie is reported to have sold out his automobile and implement business at Radisson.

J. A. Loiselle, a blacksmith at Grahamdale, is now carrying implement lines in that centre in the west.

S. Richl has bought out the implement business at Prelate, formerly carried on by H. Hagedorn.

Pickering & Heasman, auto dealers at Carruthers, have sold out their garage interests in that town.

E. A. Adams reports a good demand for his harness lines in Hanna, where he opened up recently.

The Belle Plaine Garage & Implement Co. are now handling cars and implement lines in Belle Plaine.

Two dealers named Flanagan & Audette have formed a partnership in an implement business at Beatty.

Charles E. Collier recently suffered a considerable fire loss in his harness business at Carmangay.

Hutchins & Goodrich are the names of the owners of a new garage and repair business at Meacham.

The Kirkaldie Garage, Ltd., at Swift Current, is now handling tractor and implement lines in that town.

Driscoll & Powers, dealers at Milestone, have dissolved partnership. M. Driscoll will continue the business.

Goff & Kerr have taken over the implement business at Dewar Lake, formerly carried on by H. H. Carrol.

Overland Motors, Moose Jaw, have applied for permission to change their name to Moose Jaw Overland, Ltd.

Garman & Sheir, auto dealers at Drinkwater, have dissolved partnership. Mr. Garman continues the business.

The Magnet Metal & Foundry Co., Winnipeg, who manufacture farm machinery lines, suffered a fire loss during May.

Henning & Meade, accessory dealers, Victoria, have dissolved partnership. C. C. Meade will continue the business.

Jackson Bros. are finding a good demand for their farm machinery lines at Eston, where they recently started business.

Huck & Leboldus, dealers at Vibank, have dissolved partnership. The firm is now under the management of Deis & Leboldus.

Work & Day, automobile men at Strathmore, have dissolved partnership in their business. R. F. Day now controls the concern.

Joseph Pekary is finding a good demand for his implement lines, at Glenella, where he recently started operations in the retail trade.

F. W. Hunter has taken a partner into his automobile business at Stonewall. The firm now operate under the name of Hunter & Hipwell.

A change is reported in the firm of Fraser & Drewer, auto dealers at Assiniboia. The firm is now controlled by Fraser, Drewery & Davy.

Malcolm McLean has taken a partner into his implement business at Strathclair. The name of the firm is now given as McLean and McKay.

The Townsley Mfg. Co., Brandon, manufacturers of lightning arresters have applied for authority to increase their capital stock from $20,000 to $60,000.

E. E. Lyday, manager of the Maytag Co., states that the company will have an ample supply of Ruth feeders to meet the demand of western dealers in the coming season.

Wm. Butterworth, president of Deere & Co., Moline, Ill., will go to Paris during June as one of the delegates of the first meeting of the International Chamber of Commerce.

Preston & McChesney, implement dealers at Madison, have dissolved partnership in their business in that town. Stanley C. Preston has now sole control of the business.

E. P. Horton has re-organized his implement business at Leney. The name of the firm is now Hortons, Ltd. They carry on an implement, automobile and blacksmithing business.

We regret to report the death of John Scott, a harness dealer at Rossburn. The late Mr. Scott was very popular in his town and territory, and is missed by a wide circle of intimates.

Canadian Tillsoil Farm Motors, Ltd., have been incorporated under The Companies Act, and have been granted a license to carry on business in the provinces of the Canadian West.

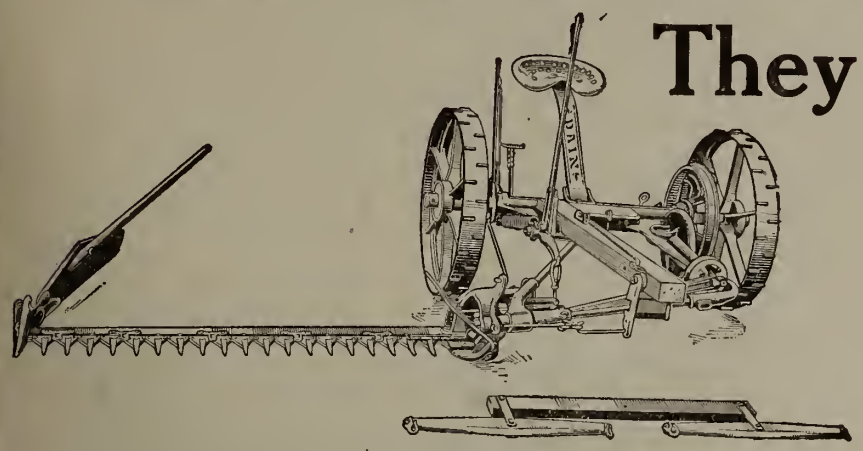
W. J. Elliott, St. Catharines, Ont., has been elected one of the vice-presidents of the Whitman & Barnes Mfg. Co. of Akron, Ohio. This company specialize in the production of small tools.

D. Drehmer, manager of the John Deere Plow Co., Winnipeg, recently paid a visit to the Regina branch of the company. Mr. Drehmer reports a good demand for the lines handled by his company.

Sauer Bros. have taken over the agency of the Massey-Harris Company at Neudorf, succeeding G. Wanless. The new concern will handle a complete line of im-

THEY SELL AT SIGHT—

They Boost Other Sales

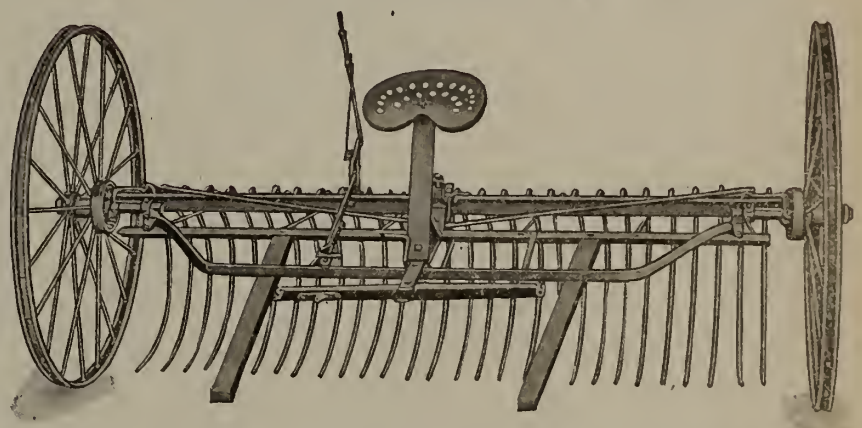


You can place nothing on your floors, Mr. Dealer, that requires so little "Salesmanship" and that will so quickly influence greater business in your territory than the

DEERE and DAIN
Lines of Haying Tools

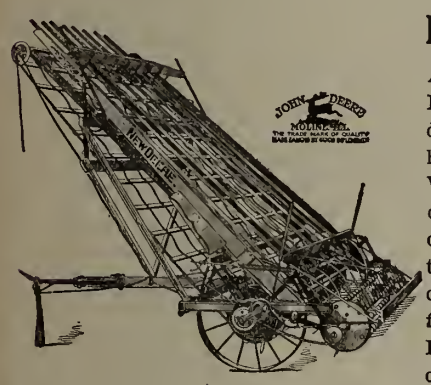
JOHN DEERE—DAIN MOWER

Main frame is in one solid piece and will stand the most severe strain. Three pieces only in the driving gears, so arranged that the thrust of one pair equalizes the thrust of the other. This cuts out all side wear and strain upon the bearings, giving smooth, steady motion to pitman, and does away with all end thrust in pitman. The extra long wood pitman has the least possible angle and gives a powerful stroke. Adjustments are easily made in lining up bar or centering knife. Cutter bar mounted flexibly insures better work in whatever inequality of surface. Adjustable draft hitch enables the Dain Mower to overcome all side draft. Get special folder.



John Deere Self-Dump Steel Sulky Rake

Western Canada's Standard Hay Rake—An implement with a great reputation—built wholly of steel and malleable iron. Steel frame braced by steel angle connections. Foot dump, foot trip, and hand lever connected so as to make operation easy. Extra strong wheels, steel axles, trussed rake head. Perfect cleaner fingers leave nothing behind them. Adjustable seat.



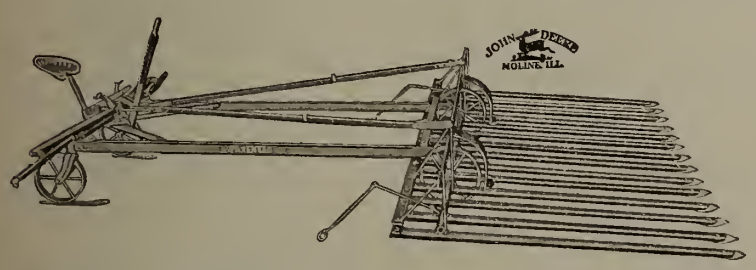
NEW DEERE LOADER

A loader of unlimited capacity. Its flexible, floated gathering cylinder gathers and loads all the clean hay while it discards the trash. With its numerous teeth it goes down into depressions and rides over obstructions freely, attending to its one job of gathering all the clean hay. This cylinder can be floated at any weight necessary. In no movement does it ever thresh or pound the hay. The New Deere automatically adjusts itself to handle the lightest swath or the heaviest windrow, delivering to the farmer the maximum of the valuable foliage and most nutritious part of the crop. Get our folder giving many special and remarkable features of the New Deere.

DAIN HAY LOADER

6 to 8 foot widths

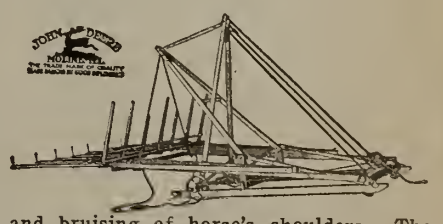
The easiest running and the most pupular loader of the rake bar type you can offer to the farmers. Mounted entirely on wheels with the rear wheels caster, there is no dragging around corners. Roller bearings on all main journals greatly reduce draft. Principal working parts are hammock mounted—swinging freely without binding or undue strain. The rakes are malleable, have a spring trip and on striking an obstruction they spring back and avoid breakage. Combined lightness and strength resulting from the use of tubular steel and malleables at all points of strain make the Deere Dain one of the most efficient Loaders that have ever been introduced to the hay field. You will have the greatest satisfaction in having this great machine right at the top of your season's programme.



JOHN DEERE—DAIN SWEEP RAKE

Lightness with tensile strength is one of the prime features of this wonderful haying machine. It will gather enormous quantities of hay and the weight of the entire rake is evenly distributed with the rake head sufficiently braced to prevent sagging either between the wheels or at the ends, and the hay cannot work back into the wheels. 8 foot teeth of long leaf yellow pine, semi-steel pointed. Angle of tongue prevents teeth from touching the horses. This rake gives a full cutting width of 12 feet. You will have the utmost credit in handling the Deere Dain Sweep Rake.

JOHN DEERE—DAIN
Junior Mounted Stacker



A great worker requiring little power and delivering perfect results. All hay is delivered to centre of stack from bottom to top. Compression springs act as cushions, relieve stacker of sudden strains and prevent shock and bruising of horse's shoulders. The loaded teeth can be held at the highest point for topping out stacks. "The Junior" lifts 500 to 750 pounds at a time, building a stack of 22 to 26 feet high. Get our new literature on this and other improved stackers.

The John Deere Plow Company, Limited

WINNIPEG REGINA SASKATOON CALGARY EDMONTON LETHBRIDGE

plements and machinery, also hail and fire insurance.

The Sutherland-Stelck Company, handling hardware and implements at Dauphin, are applying for authority to increase the capital stock of the company from $40,000 to $200,000, by the issue of sixteen hundred new shares.

A. T. Jackson, vice-president of the Emerson-Brantingham Implement Co., of Rockford, Ill., paid a visit to Winnipeg during the past month, where he spent some time with the Anderson-Roe Co., who are distributors for the E.B. line in this territory.

E. M. Voorhees, manager of the export department of the Avery Co., Peoria, Ill., is at present making an extensive trip through western territory in the United States and Canada. He has visited Vancouver and other points in British Columbia.

F. G. Wright & Co. have been incorporated to sell implement supplies in Winnipeg. They have a warehouse on Henry Avenue, Mr. Wright has had a long experience in the implement supply and wholesale hardware business, and should do well in his new enterprise.

W. R. Cole, manager of the Robt. Bell Engine & Thresher Co. of Winnipeg, states that the company have a very good demand for their line of engines and threshers, but that the factory is finding difficulty in getting raw materials and tractor parts from the United States.

J. N. Walton, connected with the machinery department of the Canadian Fairbanks-Morse Co., has been moved to the Saskatoon office to take charge of the Machinery and Supply Dept. On leaving Winnipeg his business confreres presented him with a handsome travelling bag.

M. Cook, manager of the Winnipeg branch, Gilson Mfg. Co., recently returned from a visit to the various trade centers in the Canadian West. Mr. Cook went as far west as Vancouver, and states that he finds prospects very satisfactory for engine and thresher trade in the coming season.

Mr. Williams, representing the General Ordnance Co. of Cedar Rapids, Iowa, was a recent visitor to Winnipeg, where he called on local jobbers. He was on the outlook for a firm to handle the G.O. tractor in the Canadian West. This tractor has shown a good sales record in the United States.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, recently returned from a visit to the distributing warehouse of the company at Moose Jaw. Mr. Donovan reports a remarkable demand for the Lauson tractor as handled by his company and also for their Lincoln line of plows.

James Duncan, formerly of Cameron & Duncan, one of the best known implement men in Manitoba, has taken over the Cockshutt Plow Co.'s agency at Melita. For the past three years the business has been conducted by John A. Russell. Mr. Duncan began business at Melita in 1888, three years before the railroad reached that point.

M. Schibsy, manager of the Minneapolis branch of the J. I. Case Plow Works, of Racine, Wis., recently paid a visit to Winnipeg, where he spent some time with the Canadian Fairbanks-Morse Co., who are distributors for the Wallis tractor and J. I. Case plows in this territory. He also went west to the branches at Saskatoon and Calgary.

Kenneth Forbes, who has been manager of the St. John, N.B. branch of the Canadian Fairbanks Morse Co. for the past five years, has been transferred to the management of the Winnipeg branch, where he succeeds C. J. Brittain, who has been promoted to a very responsible position in the Montreal office. He is succeeded at St. John by W. J. Hill, who has been with the company for the past sixteen years.

Drill Man Investigates Western Field

We recently had a visit from C. S. Cotton, special representative for the New Owatonna Mfg. Co., of Owatonna, Minn. This company are well known throughout the United States as manufacturers of the Owatonna line of grain drills and seeders. Mr. Cotton is visiting the various jobbers in the Canadian West, as the company are on the outlook for a distributing connection in Canada for the sale of their line. He will visit Regina, Saskatoon and Calgary before returning south.

This seeder has been manufactured since 1865, and is claimed to have extremely light draft. The company have large production, and their shops are equipped for accurate quantity production. They produce single disc, double disc, hoe and shoe drills and low-down press drills. Sizes are made for both horse and tractor use. The Owatonna drills are stated to do most accurate work under all conditions. The construction brings their frame under, not on, the axles placing the weight lower, and it is claimed making the draft easier.

The Cost of Tractor Operation

It is evident in both the United States and Canada, that there is immense value in securing accurate production statistics regarding tractors, also as regards the number of tractors in use. Only by having definite figures, can the basis for calculations on the cost of tractor operation be accurate.

As nearly as can be estimated, there are approximately 32,000 tractors in use in Canada. No figures are available as to what the production of tractors in the Dominion will be during 1920.

In the United States the number of tractors in use is estimated as 250,000, and U. S. factories have an estimated tractor production for 1920 of 175,000 machines.

It is calculated that the average tractor is used from 50 to 60 days each year and that the average consumption of fuel is about 1,200 gallons—approximately ¾ kerosene and ¼ gasoline.

Mower and Binder Repairs

. . For . .

DAIN — EMERSON
DEERE — FROST & WOOD
DEERING — MASSEY HARRIS
McCORMICK

Ask for our New "Number Five" Implement Catalogue

D. ACKLAND & SON LIMITED

Winnipeg - - - - - Calgary

WALLIS

America's Foremost Tractor

Build a Tractor Business that will Endure

DEALERS who anticipate entering the tractor business usually think of it as the beginning of a career that will be both permanent and profitable.

Whether their aim is fully realized depends to a very large extent upon the tractor they have chosen to represent — its reputation, reliability, mechanical perfection and record in the field.

Wallis tractors have behind them three generations of implement building as a guarantee of permanency and solidity. They have a 15-year record of wonderful service on the farms of North America, proving the Wallis to be correct and sound from an engineering and structural standpoint.

Keen business farmers who look ahead and buy machinery on the basis of long service choose the Wallis without hesitation. The faith of Wallis owners in their tractors is supreme.

Dealers—Build a tractor business that will endure by using Wallis supremacy as a sure foundation for success. May we submit you our attractive dealer proposition?

With the Wallis, Dealers will find an Unusual Opportunity

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

SASKATOON WINNIPEG CALGARY

Tractor Houses in Great Britain

Farmers in Great Britain who own tractors believe in taking care of them. They are considered too valuable to be left out in the open, while a tarpaulin is not reckoned adequate protection. Housing is necessary, and with the high cost of building materials the farmer in England was up against an expensive proposition in housing his tractor.

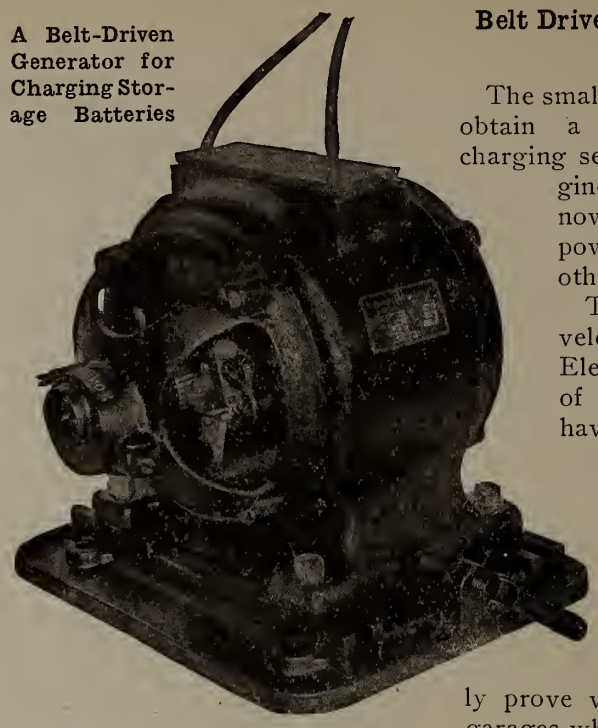
To solve this problem, a firm in London are selling a portable tractor garage, built a standard size for tractors. It measures 15x10 feet, standing 7 feet to the eaves and 9 feet to the ridge. The frame is of 2x2½ wood with siding ¾-inch thick, and the roof is covered by a weatherproof felting. The house is made in six sections —without flooring — in standardized lines. There is a window in each side, and in every way the building acts both as a tractor house and a tool shed. The way in which the doors manipulate is most interesting. Swinging doors are dispensed with, and in their place is a door in three sections, strongly hinged together, supported by a swivelling roller-bearing trolleys, which operate on a continuous steel track. This track extends across the door opening, inside, and along the adjoining wall. The curving of the track at the corner allows the door to slide smoothly round, and to lay flat against the wall.

Thresher gave Long Service

At the present separators of ancient lineage are a popular topic, and "Implement & Machinery Review," London, England, tells of a thresher made by W. Foster & Co., Lincoln, England, sold in 1871 for the sum of $600. In July of last year, after 48 years continuous work the same machine was sold by public auction for $525. This certainly shows little depreciation in value due to time. At the time of the sale the owner wrote the manufacturer as follows:

"She is a monument of good material and workmanship at the present time, and will thrash and dress grain as well as any present-day new machine. She has been at work every season since she was bought, and must have thrashed millions of quarters of grain. There is not a single joint loose in the frame-work."

A Belt-Driven Generator for Charging Storage Batteries



Belt Driven Battery Charging Sets

The small garage is now able to obtain a satisfactory battery charging set for use from an engine or line shaft that is now used for furnishing power for its lathe and other shop tools.

This set has been developed by the Northern Electric Co., and consists of a 40-volt generator, having a capacity of 11 amp., and a panel board equipped with switch, ammeter and rheostat. The plant will charge any number of 6-volt batteries from 1 to 10, and will undoubtedly prove very popular with the garages where the number of batteries to be charged is very limited, and the cost of installing a large battery charging set is prohibitive. This type of set also has the advantage that it can be used in towns where electricity for operating a standard charging set is not available. Some of the larger garages or battery service stations will also find this set very valuable as an accessory to the main set. In such cases, it will be operated from a belt from an electric motor, formerly used for other service.

Avery Literature

The Avery Company, Peoria, Ill., recently issued two very interesting circulars, A616 and A618, dealing respectively with their tractors and separators. Printed attractively in colors these circulars should be very useful at this season to Avery dealers. They can be had from the Canadian Avery Co., Winnipeg or Regina.

Roller Bearings for Sprayer Equipment

The Friend Mfg. Co., pioneers in the sprayer field, recently issued their twenty-fifth anniversary catalog. The pumps used in their machines vary in capacity from 5 to 20 gallons per minute. Hyatt roller bearings are standard equipment on the main shaft and countershaft in the larger models and in the main shaft in the 4 h.p. pump. Tests show, according to a report by the company, that the installation of Hyatt bearings increased the pressure 20 per cent over that of a similar pump with plain bearings.

Shortage of wagons makes early orders a wise policy.

The Caswell Automatic Binder Hitch

For all Tractors and Binders

AUTOMATIC—Requires no attention
ALL STEEL—Nothing to break down
SIMPLE—Will not get out of order
EFFICIENT—Warranted to do the work
Will cut and keep a square corner

Reasonable in price. Write for terms and contract

Distributed by
D. ACKLAND & SON LTD., Winnipeg

CASWELL MANUFACTURING CO.
CHEROKEE, IOWA

CAPACITIES: 25 TO 150 BUSHELS

Here we show our 1920 model 32-inch Bull Dog with Bagger and Power Attachment. . .

There's A Reason Why The Demand For

Bull Dog Fanning Mills

Exceeds the Combined Sales of all Other Mills Sold in Western Canada

Full Particulars of all Sizes on Request

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alta.

Twin City Separator Co. Ltd. Off Logan on Quelch St. Winnipeg, Man.

TRACTOR PROFITS

Gross Profits less sales and service expense

A tractor that is easily sold reduces your selling expense.

Have you ever talked with a Hart-Parr 30 owner who is not a booster? They are always helping the dealer to sell more Hart-Parr 30s. Many of our dealers doubled their contracts in 1920.

The selling expense on the Hart-Parr 30 is unusually low. The farmer likes it because it gives him the most power for the longest time at the lowest total cost.

What Makes Service Expense?

It's the hurry-up call of the farmer who is in trouble.

Nineteen years tractor building experience has taught us how to eliminate non-essentials, how to build a tractor that is extremely simple and very accessible.

In less than five minutes you can get at any working part of the Hart-Parr 30. All important working parts set on the one-piece, cast-steel frame as handy as if they were on a workbench. You make the adjustments standing on your feet, not lying on your back.

Hart-Parr 30 cuts your selling and service expense to the minimum. It means larger profits. Some desirable territory still open. Write for details.

HART-PARR COMPANY

Founders of the Tractor Industry

355 Lawler St. Charles City, Iowa

Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today.

The New HART-PARR

A car load of these tractors sold in thirty hours

April 25, p. m., we received a carloaod of New Hart-Parrs, at which time none were sold, and by 9:30 a. m. April 26, the entire carload was sold.

Power, durability, reliability, and its bull-dog tenacity, are the main reasons for the ever increasing demand of these tractors

One of our customers uses his 15x30 New Hart-Parr on a 20-inch brush breaker, in heavy brush land and claims it is no load for it.

SPECIFICATIONS.

Power—Pulls three plows—30 H P on belt.
Motor—2 cylinder twin, 4 cycle. Valve in head. 750 R. P. M.
Tractor Frame—Cast steel, one piece. No bend, no twist.
Carburetor—Dray kerosene about
Bearings—2 K P Roller and Hyatt roller
Speeds—Two forward; one reverse.
Transmission—Selective sliding gear
Cooling Device—Honeycomb radiator—shaft-driven pump and fan.
Lubrication—Fresh oil force feed.
Weight—5555 lbs.
Price—3495 f. o. b. factory

Order Yours Today

While We Can Fill Orders Promptly

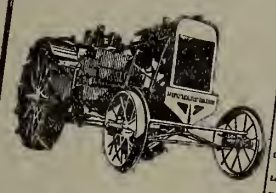
Warren Machine & Iron Works Co.

Forty-eight New Hart-Parrs Sold

Thirty-three of these tractors delivered—15 yet to be delivered and every owner a satisfied owner is the way our sales sheet shows up-to-date, for this spring's sale on the sturdy New Hart-Parr tractors.

Powerful, economical, dependable, durable, simple and an absolute kerosene burner, are the essential points of this wonderful tractor and the principal reason for the increasing demand.

Among those that have purchased New Hart-Parrs lately to aid them in their spring work are Andrew Stinar, Tony Markucites, O. E. Meyers, Maurice Mellus, Thomas Glynn and Albert Ostrand



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Bearings—2 K. P. Ball and Hyatt Roller.
Speeds—Two forward, one reverse.
Transmission—Selective sliding gear.
Cooling Device—Honeycomb radiator—shaft-driven pump and fan.
Lubrication—Fresh oil, force feed.
Weight—5155 lbs.
Price—$3,495 f. o. b. factory

Right now is the time to put in your order. Do not wait

Warren Machine & Iron Works Co.

See what this Minnesota dealer did!

A POWERFUL STURDY THREE-PLOW KEROSENE TRACTOR

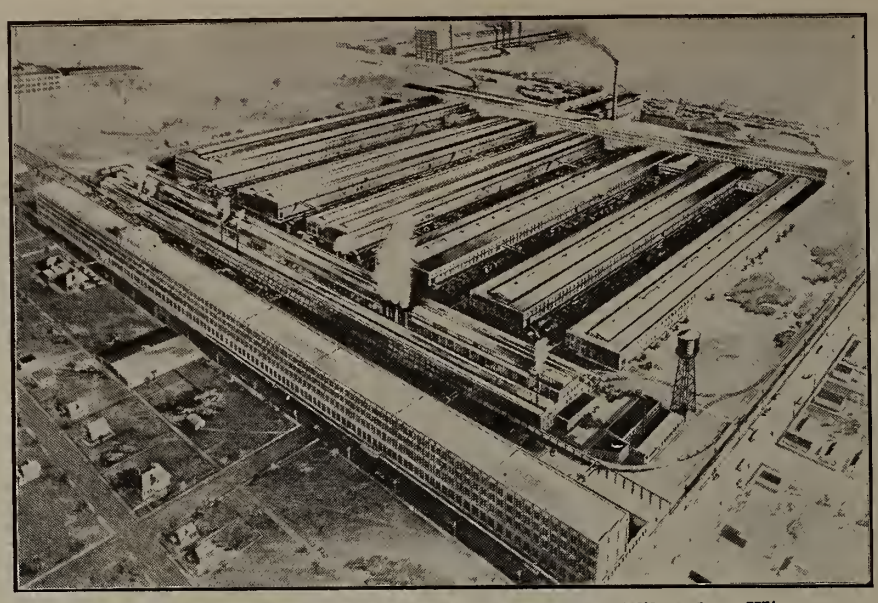
HART-PARR 30

BUILT BY THE FOUNDERS OF TRACTOR INDUSTRY

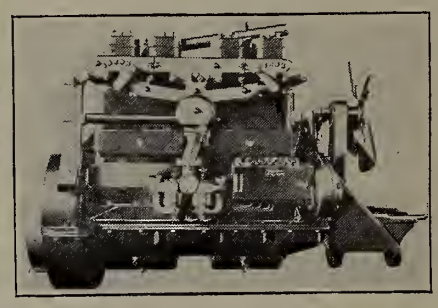
A Tractor Plant and its Products

Allis - Chalmers tractors are manufactured in the West Allis Works of the Allis-Chalmers Mfg. Co., at Milwaukee, Wis. This immense plant, a photograph of which we reproduce, has a total floor area of 2,381,947 sq. feet. The total ground area occupied is 116 acres. The foundry alone can handle 350 tons a day. In the West Allis plant, every part of the tractor is made, including the motors, transmissions, radiators—all parts except carburetors, magnetos and spark plugs which, as standardized products, can best be obtained from outside sources.

Three million dollars represents the actual investment which the company have put into tractor manufacturing alone. Allis-Chalmers tractors were fully tried out for four years before they were put upon the market some two years ago. The tractor machine shops of the company are equipped throughout with the latest machinery and tools for accurate, high-speed production. Every operation is systematized so as to ensure maximum output without sacrifice of quality. Every operation is done on a special machine adapted for the purpose. Every surface which can be machined at one time, for example, is milled and finished in one operation; in the case of some parts, seven surfaces are milled at one time.



West Allis Works of the Allis-Chalmers Mfg. Co., Milwaukee, Wis.



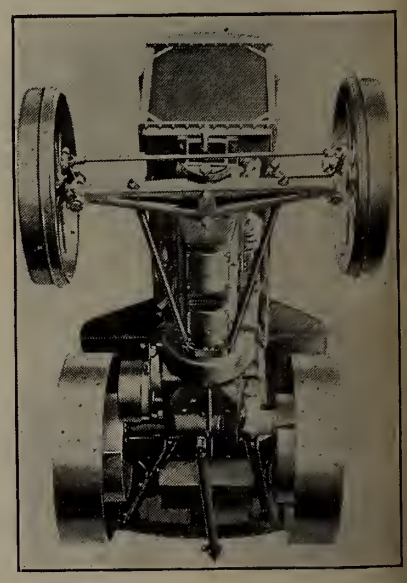
Motor in Allis-Chalmers Tractors, Showing Preheating Arrangement for Kerosene.

The expensive machine equipment includes full automatic and semi-automatic machinery, screw machines, turret lathes, grinders, drills, gear cutters, broaching machines, milling machines, etc. The inspection system, from raw material to the finished part, is up to the highest standard, and when the tractor is finally assembled, it undergoes the most stringent inspection tests. A physical and chemical analysis is made of all bar steel, forgings and pig iron used.

Allis - Chalmers tractors are made in three sizes, 6-12, 10-18 and 18-30 h.p. The 6-12 tractor is built primarily for cultivating work, and can handle two 12-inch plows. The power plant is a 4-cylinder 4-cycle vertical type engine, 3⅛ in. x 4½ in. size. The 10-18 is the only three-wheel tractor the company produces.

The 18-30 is the largest Allis-Chalmers tractor. It will pull four plows under any reasonabe condition, and will handle three plows in the hardest breaking. It plows at 2.8 miles per hour. The normal draw pull is 3,000 lbs. at high speed, with a liberal surplus. The tread is 66 in. The clearance at the lowest point is 14 in. The drive is through the two rear wheels, with the front wheels as guiding members. The 18-30 is of the frameless type in that the frame is formed by the engine base and transmission case.

In the construction of the power plant of the Allis-Chalmers 18-30, there are many features of design which are outstanding. The motor is of the 4-cylinder, 4-cycle, vertical type. The cylinders are cast in block and the cylinder liners or cylinders proper are removable from the main motor block. The fact that each cylinder liner may be removed individually is of the greatest importance in economical maintenance, since, should any one cylin-



Worms-Eye View. No Moving Parts Exposed to Dirt and Dust.

BRANTFORD
BINDER TWINE

COMPARE it with any other twine; note its:
Uniformity, length, firmness,
Strengh,
No thick or thin places,
No fussy, bunchy knots,
Compactly spun and twisted,
A clean, glazed surface.

BRANDS
Gilt Edge, 650 ft.
Gold Leaf, 600 ft.
Silver Leaf, 550 ft.
Maple Leaf, 500 ft.

We submit it to a special preserving treatment to make it insect-proof.

BRANTFORD CORDAGE COMPANY, LTD.
BRANTFORD, ONT.

Ensure Delivery

Prepare now for cutter business. The No. 34 is Canada's foremost cutter. Order early and meet the demand.

Peerless Trailers-
a Fast-Selling Line

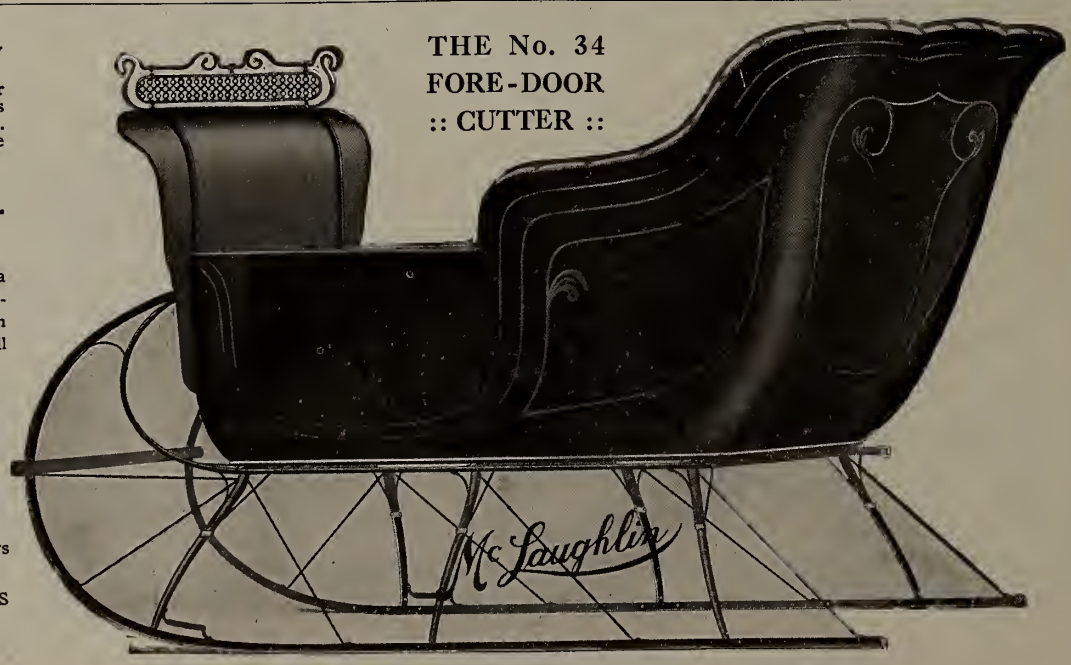
Every auto owner is a prospect. A strong 2-wheel trailer with 2-inch solid rubber tires and ball bearings.

WE HANDLE:

McLAUGHLIN
Buggies and Cutters
CANADA CARRIAGE
Buggies and Cutters
PEERLESS
Automobile Trailers
THE "FOX"
Automatic Grain Picklers
BRISCOE CARS
Touring and Roadster
"TILLSOIL" TRACTORS
18-30 Horsepower

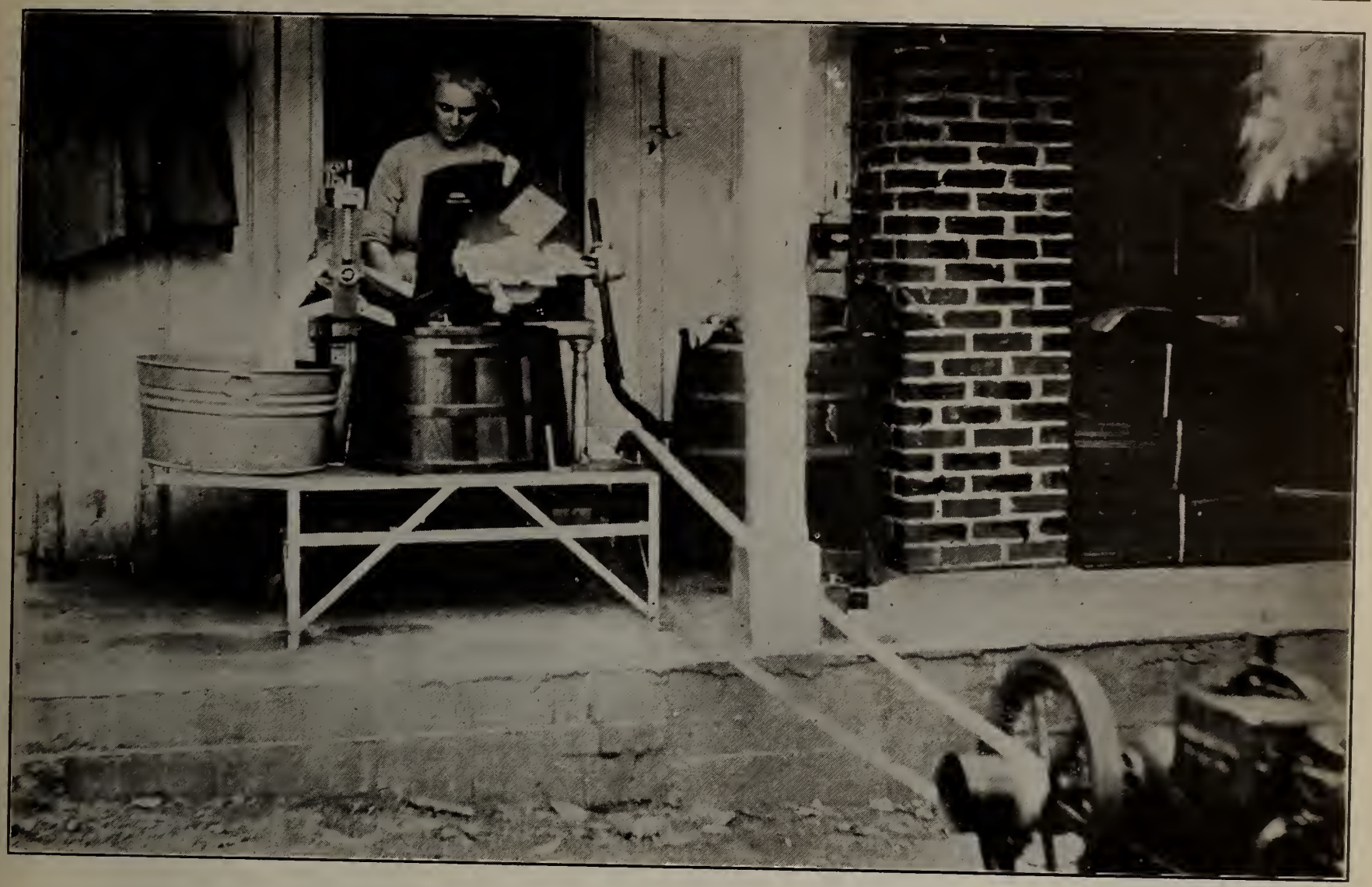
Ask for Literature

THE No. 34
FORE-DOOR
:: CUTTER ::



DEALERS: Our Agency Offer is worth while. Let us send you full particulars

McDonald & McKinnon
156 Princess Street - - - Winnipeg



Farm Housework and Goodyear Belts

JUST as indispensable to the household power as to the efficient operation of the great tractors and threshing outfits in the field is the belt that transmits the energy of the stationary engine to the new time-saving and labor-saving machines used by the farmer's wife. Made of the same stock, and with the same care, as the big free-swinging Goodyear Extra Power on the thresher, the Goodyear Extra Power Belt on the churn, or the washing machine, or the lighting plant, reveals the same qualities of economy.

A Goodyear Belt needs no breaking in. Whatever the service in which it is employed, it goes straight to work. It requires no belt dressing. Cold and damp do not affect it, for a Goodyear Extra Power Belt is waterproof. Flexible and friction surfaced, it holds the pulleys at high speeds or low, on light drives or heavy, with the same sure grip and full delivery of power.

Noting its reliable work, day in and day out, many a farm wife recognizes the truth in her husband's remark that a Goodyear Extra Power Belt is "the best help on the farm." The housewife, as well as the farmer, finds much of value and interest in the Goodyear Farm Book. A letter to the Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont., will bring a copy.

GOODYEAR

MADE IN CANADA

EXTRA POWER BELTING

der become in any way damaged, that one cylinder liner may be removed and replaced with a new one. The bore and stroke are 4¾ in by 6½ in. The normal motor speed is 830 r.p.m.

The cooling system is a fin and tube radiator of Allis-Chalmers manufacture. The water is circulated through the cooling system by means of a high capacity pump forcing the water through the radiator and the water jackets at a high rate of speed.

Lubrication in the motor is by force feed lubricator to the crankshaft and connecting rod bearings of the motor, and to the gears driving the circulating pump and magneto shaft. The oil for the connecting rod bearings is collected in a groove in the crankshaft web and driven by centrifugal force through holes in the crankshaft web to the connecting rod bearings, from which it is thrown off in a spray which lubricates the cylinder walls.

Ignition is by high tension magneto with impulse starter. For fuel, kerosene is used, there being a three-compartment tank, one holding gasoline for starting, one kerosene for running the tractor, and a third compartment for water when running on kerosene. The carburetor is a double bowl Kingston, which can be switched instantly from gasoline to kerosene, or vice-versa. Air is taken in through a Bennett dry air cleaner. The transmission and drive systems of the 18-30 run on Hyatt roller bearings. Two forward speeds of 2-3 and 2-8 miles per hour are provided.

Fordson Output

Last February, Fordson tractor number 100,000 left the assembly in the Fordson plant at Dearborn, Mich. This total, it is stated, is attained after two and-a-half years' operation in the factory.

Tractors Deliver Themselves

Railway strikes and car shortages in the U. S. have made it necessary to deliver a large number of tractors by truck this spring. But sometimes it has been impossible to get trucks enough.

The J. I. Case Threshing Machine Co. met such a situation in Michigan recently by driving a number of tractors under their own power from their branch house at Lansing to their dealer at Pompeii, Mich., a trip of about forty miles. Every Case tractor, each pulling a Grand Detour plow, reached its destination in good order and on scheduled time. Inasmuch as a tractor travels only three or four miles an hour, this tractor caravan illustrates a great demand for tractors this year as well as a novel way of meeting a transportation emergency.

What Modern Implements Accomplish

With a 28-inch horse-drawn plow, one man accomplishes from 70 to 80 per cent more than with a single-bottom plow. One man with a 28-inch plow drawn by a tractor covers from 30 to 35 per cent more ground in a day than does a man using six horses on a horse-drawn plow of the same size. A three-bottom plow drawn by a suitable tractor, enables one man to accomplish from 60 to 70 per cent more than does the two-bottom plow drawn by six horses.

Establish Pension Fund

The Northern Electric Co., Montreal, has established a plan for an employees' pension and benefit fund, the entire cost of which will be borne by the company. A committee of the management will administer the fund. Employees who served in the army are receiving credit for the total period of service as if they had continually served the company.

Empire Man Promoted

C. R. Baldwin, general traveller for the Empire Cream Separator Co. in the New England States, has been promoted to the position of sales manager at the New York office. In this capacity, Mr. Baldwin will have jurisdiction over Empire sales in the States of Pennsylvania, Maryland, Virginia, West Virginia, New Jersey, Delaware, Maine, Massachusetts, Vermont, Connecticut, Rhode Island and New Hampshire.

The Farm Power House

In advising the farmer regarding the layout and construction of a building for the operation of his power-driven machines, always recommend that the engine be kept in a building apart from the room in which the cream separator or churn is kept, because in cases complaints have been made of butter or cream being tainted with the gasoline flavor. It has been found that both butter and cream very readily absorb gas odors. In setting up an engine, wherever possible, it is considered best to set it so that the fumes from the exhaust are least likely to float back into the room where the separating or churning is being done.

Change of Address

We are notified by the Canadian Briscoe Motor Co., Brockville, Ont., that the head office of the company, which has been located in Toronto for the past two years, will be moved to the factory at Brockville, Ont.

When an Alberta dealer said that he would deliver a bill of goods as soon as the customer made a cash payment the customer said he didn't want to wait that long.

STINSON Tractors

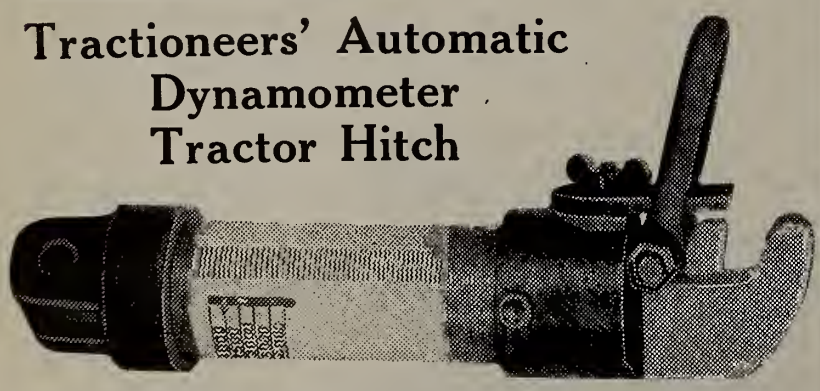
Get Dealers the Trade

18-36 H.P.

A real four-plow tractor at a reasonable price, the Stinson has proven its superiority in the field. Has heavy-duty Stinson-Beaver motor, 4¾ x 6. Dixie high-tension ignition and impulse starter. Kingston carburetor. Hyatt roller bearings throughout. Great reserve power for all haulage jobs; no better tractor made for threshing. Simple, accessible design; built for enduring service. Sell the Stinson and you bring prestige and profits to your business.

Some good territory still open. Write to-day.

Tractioneers' Automatic Dynamometer Tractor Hitch



Every Tractor Owner Needs This Hitch

Gives perfect protection to both tractor and implement in the stoniest ground, or among stumps, roots, etc. No more broken plow points or beams. No jerking pulls to damage the tractor. Strong coil spring and working parts operate in a tube filled with hard grease. Absolutely dust-proof. Acts as a perfect dynamometer, showing exact drawbar pull. Adjustable to any tension. Retails at $25.

ATTRACTIVE DISCOUNT OFFERED DEALERS

Tractioneers LIMITED.

Phone: Main 6242

445 Main St. Winnipeg, Man.

Sell LISTER "PREMIER" Cream Separators

Made in Seven Sizes

Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour.

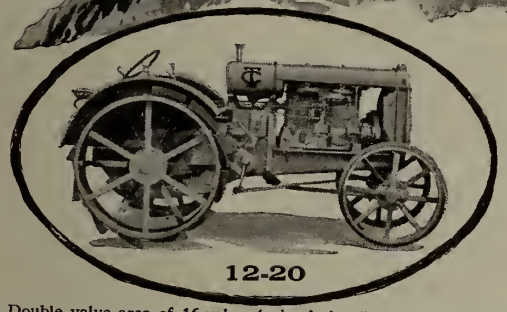
Short crank, easily turned. Aluminum discs — cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run, easy to clean, gets all the butter-fat. The "Premier" offers you a high-grade separator with skimming efficiency second to none. Send for the catalogue and prices.

Get Our Agency Offer

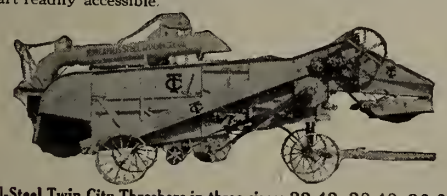
"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

R. A. Lister & Company (Canada) Limited

Winnipeg : : Toronto



Double valve area of 16-valve (valve-in-head) engine quickly exhausts all burnt gases leaving a clean cylinder so that the new charges deliver full power. Removable cylinder walls mean uniform cooling, quick and easy replacements. Counter-balanced crankshaft reduces vibration and wear. Pressure feed oiling through drilled crankshaft. Hyatt roller bearings throughout. All gears of special alloy steel drop-forged, heat-treated, completely enclosed and running in bath of oil. Every part readily accessible.



All-Steel Twin City Threshers in three sizes: 22-42, 28-48, 36-60.

At the Peak of the Tractor Business

The peak of the tractor business is being gained by dealers who handle the tractor of *known dependability.*

This describes the Twin City 12-20—known because it is made and backed by one of the largest institutions—known because it is nationally advertised—and dependable because it has proved its superiority on all points by performance.

Win the peak of the tractor business with Twin City 12-20—***and double your profits*** by selling the Twin City All-Steel Thresher that goes with it. It means permanence with the added profits of our liberal discounts. There is still some desirable territory not yet covered. The full Twin City line gives you a wide market—12-20, 16-30, 25-45, 40-65, 60-90 Kerosene Tractors; 22-42 28-48, 36-60 All-Steel Threshers, and 2-ton and 3½-ton Motor Trucks.

Minneapolis Steel & Machinery Company of Canada, Limited

Head Office: 923 Logan Ave. West, Winnipeg, Man.

Branches: Regina, Sask. Calgary, Alta. *Factories:* Minneapolis, U. S. A. *Export Office:* 154 Nassau St., New York City

TWIN CITY

12-20 Kerosene Tractor 22-42 All-Steel Thresher

Will Market Grain Elevators in Canada

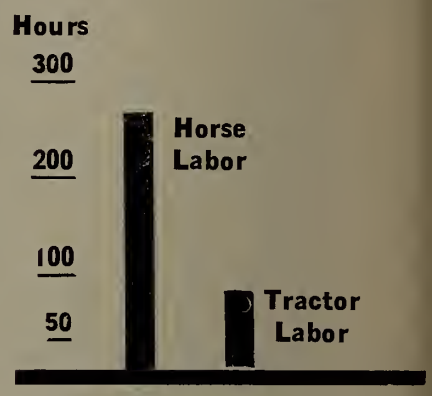
H. C. Wallace, manager of the Link Mfg. Co., Kansas City, was a recent business visitor to Winnipeg. Mr. Wallace proceeded west, as he is looking into prospects as to securing distributors for the portable Liberty grain blower and elevator, as manufactured by the Kansas City concern.

The Liberty elevator is stated to elevate, clean, scour and grade the grain in one operation. It has only one moving part, a simple steel fan. Centrifugal force, generated by the air blast, moves the grain from bin to wagon, or from wagon to car. The manufacturers say that the Liberty elevator will elevate grain from 40 feet if desired, making it possible to fill the largest bin or granary. Its capacity is from 5 to 18 bushels a minute. The air blast blows away chaff, dust, mold, smut and other impurities. In the recleaner is a screen which scours and polishes the grain, removing beards. The larger, plump kernels are forced back down the discharge pipe and the heavier screenings are caught and carried out through a separate discharge pipe. The Liberty takes grain from any make or style of wagon without any special attachment. The fan is run at a speed of 800 to 1,100 revs. per minute, and the whole equipment can be operated by a farm engine of 5 h.p. Many users, it is stated, operate this cleaner from the rear wheel of an automobile. The shipping weight of the whole machine is only about 370 pounds, being made of heavy galvanized steel.

How The Tractor Saves Time

By C. H. Sprague

That the tractor saves time and gets the crops in on time, is one of the best talking points for the tractor salesman. It nevertheless is usually discussed in a general way, and few figures have been used to show the prospective tractor owner just where and how the tractor saves time in planting and harvesting his crops over the old method. Timeliness is a factor which usually interests a farmer more than the number of horses the tractor will replace. The farmer is interested in a machine to take care of a rush job and that will accomplish work in a few days that would take the same number of weeks with horses. The question of time often means the difference between an average or bumper crop or between a normal acreage and a reduced one. With horses the farmer often must get on the seedbed too soon; he cannot wait for favorable weather. On the other hand, the tractor owner can afford to wait until the soil is in the right condition.



The above chart shows that a total of 261 hours is required, with three horses, to plow, double disc, drag, seed and harvest, 30 acres of wheat. With a 12-20, 2-furrow tractor, the same operations only take 73 hours.

The chart illustrates the economy of time effected by the tractor as compared with horses. Records show that in producing 30 acres of wheat, a total of 261 hours is required, assuming that three horses are used. In the case of the tractor, the same work is done in 73 hours, using a two-bottom plow. The peak load season as regards labor, comes usually in late April, but may fall in May. The value of the tractor in the case of a late spring is evident, enabling the farmer to get in his crop in a shorter time. All the work, plowing, double disking, dragging, seeding and harvesting, can be handled by the tractor. Because of extra power, it would plow deeper and make a better seedbed than in the case of horses. The tractor relieves the peakload season, gives better farming because of better tillage and means that less dependence is placed upon the weather.

How about binder business.

Durable Tires for Country Driving

COUNTRY roads test the endurance of tires. Sharp stones that cut, round stones that bruise, and grinding ruts that scrape the surface, seem to have less effect on Gutta Percha Tires than on most others. This is because of extra strong, heavy fabric, thick rubber tread and a toughness that our rubber compounders know how to incorporate. Farmers, who drive big cars or little cars, will find that no tires will give a longer life of satisfactory service than

"GUTTA PERCHA" TIRES

"The Tires that Give Satisfaction"

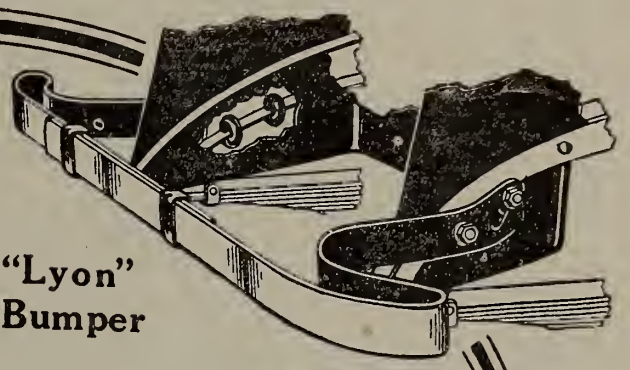
GUTTA PERCHA & RUBBER, LIMITED
Head Offices and Factory: Toronto
Branches in all leading cities of the Dominion

Northern Electric

Accessories the Motorist Knows and Buys —

K. P. Universal Rim Tool
Northern Timer Elevator
"Lyon" Bumper

Our Consumer Advertising on these lines is running in thirty-seven mediums with an aggregate circulation of nearly 1,500,000. Figure the result for yourself.



"Lyon" Bumper

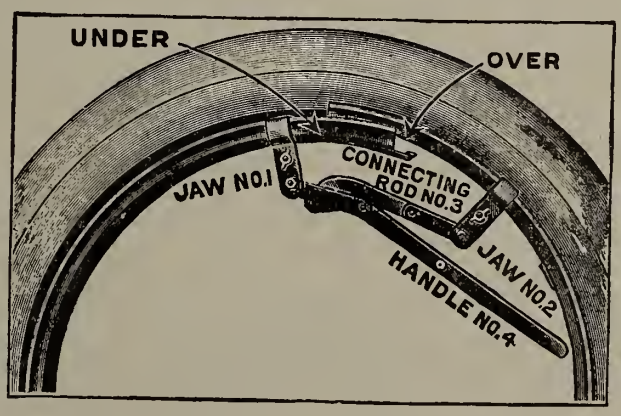
A QUALITY bumper made for real service. Just thirty pounds of the highest quality steel, scientifically constructed into a perfect bumper for Ford and Chevrolet 490 cars.

Northern Timer Elevator

Sells on UTILITY—it lifts the Timer to the most accessible position where mud, dirt, oil, grit and dampness cannot possibly reach and harm it.

K. P. Universal Rim Tool

A practical, LABOR SAVING device that fits all types of cross-cut demountable rims—collapses a rim no matter how badly a tire may be stuck to it—forces the rim back on the tire again with the utmost ease—locks rim collapsed, while tire is being removed or replaced.



Write our nearest Branch House for stock shipment

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY VANCOUVER
HALIFAX OTTAWA LONDON REGINA EDMONTON

The Tractor-Drawn Disc Harrow

In the disk harrow the draw eye is located centrally with reference to the frame and its draft, so that we have a hitch without side draft: The harrow can be hitched to the center of the drawbar, giving an ideal and simple combination.

Hitching a double disk to the tractor, however, calls for care in getting the correct height. When no forecarriage is used on these implements the drawbar should be very low. Disks rarely exceed twenty inches in diameter, and more often are eighteen. It follows that the center line of pull should theoretically come in the center of the disk. The average height of the drawbar eye on a disk harrow is about 12½ inches. The tractor drawbar, therefore, if adjustable, should be set about this height, says F. N. Kranich, in an analysis of the subject. On tractors where the drawbar is much higher, it is good policy to use a chain eight or twelve inches in length between the drawbar on the tractor and the disk-harrow draw eye. This reduces the tendency to lift the front of the disk out of the ground, which would require weighting to get penetration. In fact, using a chain is often the remedy for lack of penetration of the forward gangs.

What has been said about hitching double-disk harrows to tractors refers also to the present horse harrow which has the customary forecarriage as a part of its equipment. The chains are rarely necessary in such cases, however, because of the extra length of this forecarriage rig. Yet, if trouble should arise, lengthening the hitch would help and enable the operator to get good penetration without adding weight. Weight added to the harrow increases the draft.

Hitching two double-disk harrows behind the tractor is a little more difficult. One of the best devices for this combination is to hitch on each side separately. In this case the drawbars extending to the left and right at the rear of the tractor are hinged to swing vertically. This permits passing through gates from one field to another by simply hooking these drawbars up in a vertical position. The disks are hitched near the end of the chain which supports these arms. These drawbars can be adjusted to get a high or low hitch for the harrow.

The disk harrow is attached in the usual manner. The disks are set as close as convenient to cover the ground completely. This device permits turning the tractor either to the right or left without danger of the disks conflicting. If a spring or pegtooth drag harrow is to be used in combination with the two double-disk harrows, their draw chains are secured directly to these extending drawbars.

The draft of the disk harrow is vitally affected by the angle at which the disk blades are set. The following figures show the effect on the draft of an eight-foot tractor double disk harrow at different angles.

With the gangs at 12 deg., the draft was 485 lbs. At 14 deg., 520 lbs.; at 16 deg., 705 lbs.; at 18 deg., 750 lbs., and at 20 deg., 770 lbs. At 20 deg., with 180 pounds extra weight added to the disk, the draft increased to 1,100 lbs., with 350 pounds extra weight, to 1,240 lbs. draft.

Tractor Fuel Cleaners Important

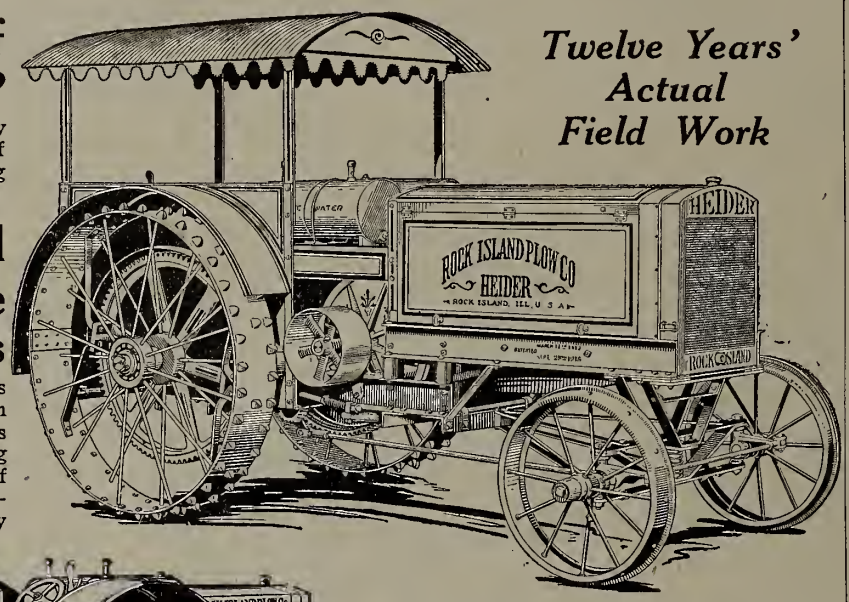
The importance of the fuel cleaner is such that at last year's tractor demonstrations they were almost universally used. Stoppage of fuel feed is always a nuisance. Frequently tractor fuel tanks must be filled under conditions that would seldom if ever apply with an automobile. Clouds of dust, dirt on the machine itself, and even water, often find their way into the tractor tank and will eventually lodge in the jet of the carburetor, or, failing this, will gradually accumulate at some point in the feed line until the line becomes so congested that only a small proportion of the needed fuel pressure is obtained. The result of this is not always immediate stoppage of the motor. Frequently it results in irregular running that is difficult to trace, with consequent loss of power and absolute inability of the tractor to perform anything like the work for which it is regularly suited.

What is back of the Lines You Sell?

Upon that question depends, to a very great extent, the success or otherwise of the dealer handling power farming machinery and threshers.

"WATERLOO" and "ROCK ISLAND" have Reputation that counts

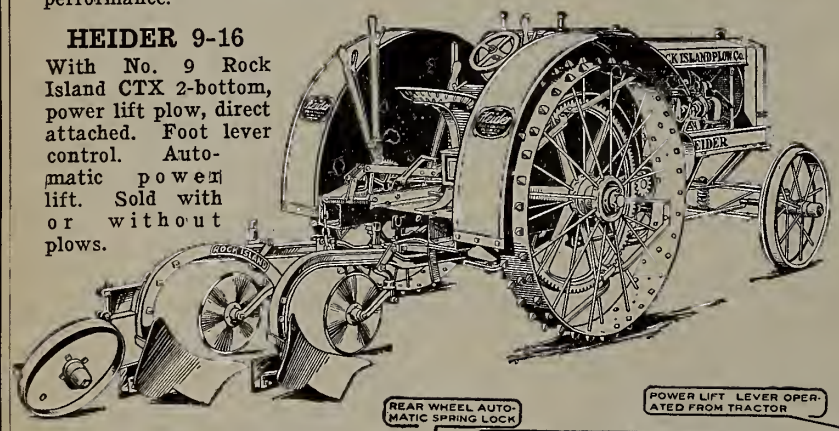
Rock Island Tractors and Farm Tools are backed by 65 years' experience in implement building. For over 60 years the "Waterloo" Line of Threshing machinery has been Canada's standard of perfection. Handle these lines; their success is based on years of satisfactory performance.



Twelve Years' Actual Field Work

HEIDER 9-16

With No. 9 Rock Island CTX 2-bottom, power lift plow, direct attached. Foot lever control. Automatic power lift. Sold with or without plows.

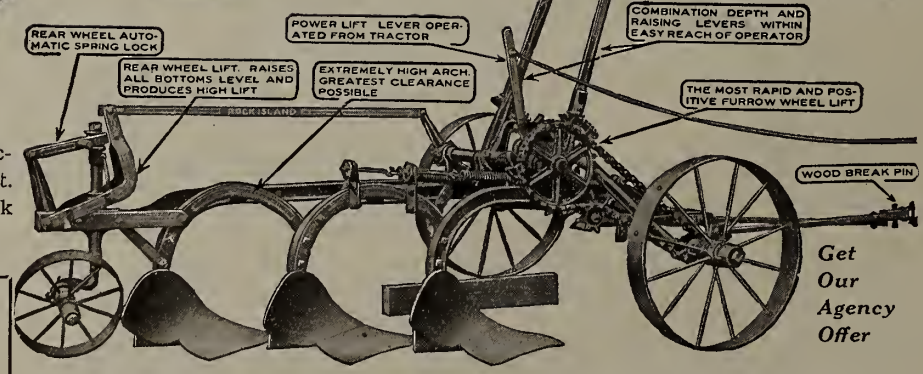


HEIDER 12-20 H.P.

The tractor that gives resistless pull without jerking or vibration. Seven speeds forward or reverse, all with one motor speed and one lever, for traction or belt work. No gears to strip—15 to 20 per cent fewer parts. Engine uses gasoline or kerosene without carburetor changes. High tension ignition, with impulse starter. The best tractor proposition on the market. Hitch your business to the Heider and watch your volume and profits increase.

ROCK ISLAND TRACTOR PLOWS

Successful behind any tractor. Front furrow wheel lift. Equipped with 2, 3 or 4 Rock Island CTX Bottoms.


REAR WHEEL AUTOMATIC SPRING LOCK
REAR WHEEL LIFT. RAISES ALL BOTTOMS LEVEL AND PRODUCES HIGH LIFT
POWER LIFT LEVER OPERATED FROM TRACTOR
EXTREMELY HIGH ARCH. GREATEST CLEARANCE POSSIBLE
COMBINATION DEPTH AND RAISING LEVERS WITHIN EASY REACH OF OPERATOR
THE MOST RAPID AND POSITIVE FURROW WHEEL LIFT
WOOD BREAK PIN
ROCK ISLAND PLOW Co.

Get Our Agency Offer

"WATERLOO" CHAMPION SEPARATORS

A size for every farm: 20 x 36, 24 x 36, 24 x 42, 28 x 42, 33 x 52, 36 x 56 and 40 x 62. America's best threshers. Guaranteed grain savers. Ask for descriptive literature.

Ask for Catalogues, Particulars and Proposition

Our line comprises: Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, etc.

SEE THE WATERLOO--ROCK ISLAND LINE AT THE FAIRS

Dealers: We will be glad to have you visit our complete exhibits at the Summer Fairs: Calgary, June 26-July 3; Edmonton, July 5-10; Saskatoon, July 12-17; Brandon, July 19-24; Regina, July 26-31.

The Waterloo Manufacturing Co. Limited

REGINA : PORTAGE LA PRAIRIE : SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

The Increased Cost of Implements

Many reasons are given for the present high cost and selling prices of farm machinery, but it is contended by machine manufacturers, as a whole, that they are not making as high a percentage of profit, either on their investment or their sales, as they did before the war, despite the increases in price of the various lines manufactured.

In a review of the manufacturing situation in Implement and Tractor Age, C. S. Brantingham, president of the Emerson-Brantingham Co., draws attention to the following percentage of increase in the prices of various materials, also of labor, which vitally affect the production cost of implements.

In the United States, since 1914, pig iron has advanced in price 330 per cent. Malleable iron has advanced 328 per cent; steel 173 per cent per hundredweight. Lumber, such as yellow pine for implement poles, has advanced 228 per cent per thousand. The wages paid to the average common labor have advanced by 162 per cent, and to skilled labor, per hour, 160 per cent.

In addition to these increases, says Mr. Brantingham, there is the increased cost of selling goods due to the increased railroad rates, hotel expense, and all classes of miscellaneous expense. A comparison of the increased prices asked for farm machinery as between the prices to-day and prewar prices will disclose the fact that farm machinery has advanced less than almost all other items. Even the products of the farm have increased a higher percentage than has farm machinery.

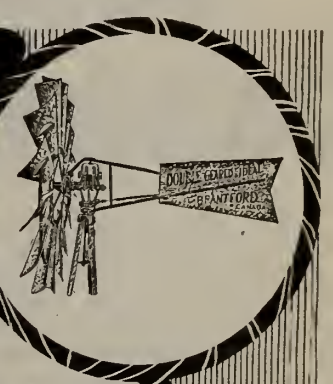
Aside from the increased labor costs per hour, the efficiency of labor is reduced from 25 to 40 per cent. Men are restless. They go out on strikes for the least possible reasons. At present factories are seriously inconvenienced because of the railroad situation. These irregular and disjointed factory operations materially increase the cost of production as compared with steady continuous runs. All these increases are reflected in the increased cost of production and selling and consequently the increased price that must be charged for farm machinery. In addition to these statements, let us consider the item of lumber, especially hardwoods, which enters largely into the manufacture of the products of the farm implement industry.

Investigation shows that, in the United States alone, the production of all grades of lumber has been diminishing about 4,000,000 feet per year for some time, which is an exceedingly serious matter. During 1916 there was cut 40,000,000,000 feet; 1917, 36,000,000,000 feet; 1918, 32,000,000,000 feet, and 1919, 28,000,000,000 feet.

Sell Higher Horsepower

The farmer who thought he was buying too much power when you sold him that three-horse engine two years ago, is pretty apt to be a mighty good prospect for an eight or ten-horse unit right now.

BEAVER KEROSENE TRACTOR



The Tractor that Builds Dealer Prestige

By Proven Performance and Customer Satisfaction

Two Sizes: 12-24 H.P. and 15-30 H.P.

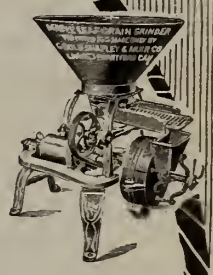
Dealers selling Beaver Tractors are laying a sound foundation for future business. The Beaver requires few service demands — your net profits are greater. Every Beaver sold creates goodwill. They develop great surplus power on kerosene. Seven speed friction transmission does away with gear troubles and gives a flexible speed range for every job — belt or haulage. Let us show you how you can increase your business by representing the "Beaver." Our sales proposition is unusually attractive.

We also Handle Plows and Threshers

BRANTFORD STEEL SAW FRAMES
completely equipped, are made from the very best materials and are designed for service.

"IDEAL" DOUBLE-GEARED PUMPING WINDMILLS
are acknowledged and recommended by all who own them as being complete in mechanical detail and build, and great labor savers.

THE "MAPLE-LEAF" GRAIN GRINDER
is a necessity on every well equipped farm and in every feed merchant's place. There's a line of "Maple Leaf" grinders to suit all requirements.



Canadian Made for Canadian Trade

Beaver Kerosene Tractors, "Ideal" Double Geared Windmills, "Maple Leaf" Grinders, "Ideal" Kerosene Engines, Concrete Mixers, Steel Saw Frames, Power and Hand Pumps, and Pumping Equipment, Steel Tanks, etc. Our reputation for quality goods and prompt service makes the Goold, Shapley & Muir Line an agency that will add prestige and profits to your business.

"Ideal" Junior Concrete Mixers

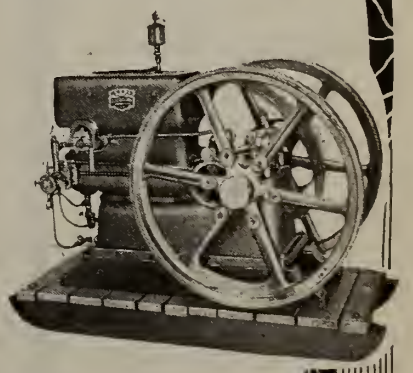
are designed to meet the requirements of smaller jobs. They are strongly built and will stand up and last against the wear and tear a mixer is subjected to.

SHOW HIM AN "IDEAL" ENGINE— :: :: AND YOU MAKE A SALE :: ::

Sizes from 1½ H.P. to 50 H.P.
Stationary or Portable

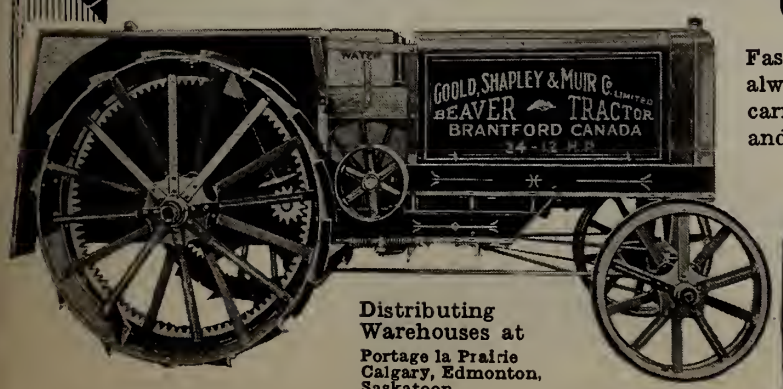
Develop as much power on a gallon of kerosene as any engine, of equal rating, operating on gasoline. Throttle governed; high tension magneto ignition. Easy starting; reliable, adaptable. For over 20 years "Ideal" Engines have proven their supremacy as Canada's leading engine line.

They Operate on Kerosene



Our Agency Offer will Interest You

Fast Selling Lines for every season. "G.S.M." Dealers are always busy. Full stocks of machines and repairs carried at our Western branches. Ask for catalogs and our Attractive Proposition.



Distributing Warehouses at
Portage la Prairie
Calgary, Edmonton,
Saskatoon

Goold Shapley & Muir Co. Limited.
Factory Brantford, Western Head Office-Regina.

No Danger

There are no exposed cogs or gears on the Time Saver Engine Drive Washer. There are no shafts running across the machine. You will get no complaints from customers who have caught fingers or clothes in unprotected parts. All gears are covered. Working parts are so compact and well guarded that the Time Saver scarcely looks like a power washer.

TIME SAVER Trade Mark

Time Saver Engine Drive Washer

This is a splendid washer to sell. Wearing parts are so strong and simple that there's nothing to get out of order.

The solid iron bed plate on which all working parts depend cannot shrink or warp. Tub is made of Cypress, the wood everlasting. The dolly can be raised independently of the lid. This saves lifting a load of wet clothes when the lid is raised. When the lid is closed down the dolly can be dropped right in the centre of the clothes. They are not scooped over to one side of the tub. The Time Saver lasts a lifetime. Write our nearest branch for prices.

Beatty Bros., Ltd.

St. John, N.B. Fergus, Ont. Winnipeg, Man.
Montreal, Que. London, Ont. Edmonton, Alta.
Vancouver, B.C. London, Eng., 16 Holborn Viaduct

Tractor Does Balancing Feat

An entirely new "stunt" showing the vibrationless feature in the operation of the modern tractor is depicted on this page. This Rumely 12-20 OilPull, was displayed at a county fair by an enterprising dealer. The tractor was run on skids balanced on a cross timber at a perfect balance and ran throughout the day to show absolute non-vibration.

The Dust Fan for Threshers

A dust collecting fan has been designed and perfected by engineers of the U.S. department of agriculture. This apparatus has proved very successful in the Pacific Northwest, where dust explosions and fires in connection with threshing operations have become very common. Many grain separators in that area are now equipped with the new device. This device, when used in conjunction with a wiring system to carry off charges of static electricity developed by the thresher, and further aided by a fire extinguisher adapted to separators, gives the thresher a protection nearly absolute. Eventually this protection will greatly lessen the insurance risk, which hitherto has been at the prohibitive rate of $80 to $100 for each $1,000 of property insured. .

Engine Company Concentrates on one Size

The New-Way Motor Co., Lansing, Mich., announce that after 15 years, during which they have built a full line of farm engines, they will standardize their production, making only one general utility pattern of engine. The standard "New-Way" engine will have a bore of 4½ inches and a stroke of 4½ inches. By variations in speed and throttle, it can be used for work with a range of from 2 to 5 h.p. The "New-Way" engine is extensively employed for operating binders, potato machinery, etc. When throttled to 400 r.p.m., the engine develops about 2 h.p., and as the speed is increased, the power goes up proportionately until it is developing its working maximum of 5 h.p. at 900 r.p.m.

Sale of Goods at Less than Listed Price

A decision handed down by the Supreme Court of Alberta, in the case of Law & McLean vs. Sawyer-Massey Co., shows that an agent for the sale of goods is not entitled to a commission for introducing a purchaser where the goods are sold at a reduction from the listed price greater than the commission. This holds in cases where the agency contract provides that if any goods are sold for less than current price list by the agent or any officer or employee of the company, the acceptance of any such sale by the company shall not entitle the agent to the commissions set forth, but such reduction in price shall be deducted from the agent's commission.

12-20 Oil Pull Running in Skids to show Non-Vibration

Service and the Magneto

The Webster Electric Co., Racine, Wis., says that Webster Service means a great deal to thousands of dealers and hundreds of thousands of farmers in all parts of the U. S. and Canada. Fully 85 per cent of the manufacturers of farm engines using make-and-break ignition, are now equipping their output with Webster magnetos, and their united testimony is that this device has relieved them of practically all their ignition troubles. As these are estimated to be responsible for about 90 per cent of all engine troubles, it will readily be understood how important this equipment is to them, states the manufacturer.

Although it is practically impossible for a Webster magneto to go wrong, by reason of its original design, careful construction and complete protection from dirt and from the elements, it is the policy of the Webster Electric Co. to use every effort to serve its customers. To this end the company has established 42 service stations, distributed so as to serve with no unnecessary loss of time, practically every portion of the country where farm engines of either the gasoline or kerosene type, are used.

To still further this work the company maintains a corps of magneto and engine experts, carefully trained both in the factory and the field.

The Wagon Loaded

A Line the Dealer can Sell every Season in the Year

LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS

"Stronger and Lighter"

Our seats fit any wagon or sleigh box made. Take up no box space. Low set. Give protection from wind and full control over team. Light, strong, easy riding. Specially tempered coil springs carry 600 lbs. with ease. Order your wagons less seats and supply the Lloyds. Ask for attractive discount to the trade.

Going Home

WAWANESA WAGON SEAT COMPANY

WAWANESA, MANITOBA

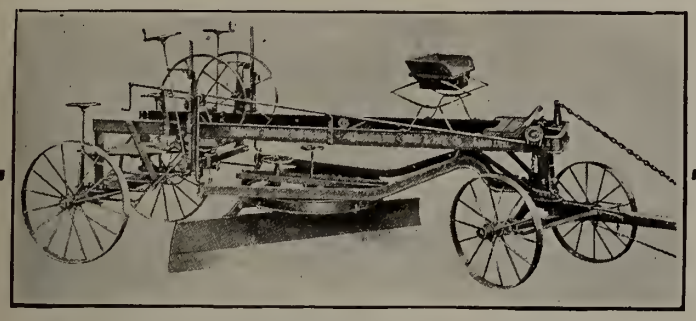
U. S. Dealers Convention

The executive of the U. S. National Federation of Implement and Vehicle Dealers' Associations, announces that the next annual convention of the organization will be held at the Hotel Sherman, Chicago, Oct, 12, 13 and 14.

Ready for hay tool sales?

Road Making Machinery Means

Better Roads, Community Prosperity and Increased Business for the Dealer



Get the Agency for Our Lines

Ask For Literature and Prices On Our
Bucyrus Shovels, Wheel and Drag Scrapers, Elevating Graders and Wagons, Road Rollers, Plows, Levellers and Graders, Sprinklers, Sprayers and Flushers, Concrete Mixers and Stone Crushers.

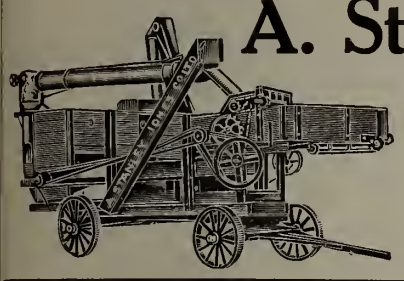
Good roads increase Farm Values. As your customers prosper the demand for the lines you handle naturally increases. Farmers visit town oftener, and buy more. The sale of automobiles and motor trucks in your district largely depends upon local road conditions. Our machinery means better roads for your municipality—your trade territory. It pays to handle our lines. You not only get present profits but build bigger business for the future.

OUR PROPOSITION WILL INTEREST YOU. ADDRESS

DOMINION EQUIPMENT and SUPPLY COMPANY, LIMITED

Corner King and James Streets WINNIPEG, MAN.

SMALL THRESHING OUTFITS



A. Stanley Jones

Company, Ltd.

SASKATOON

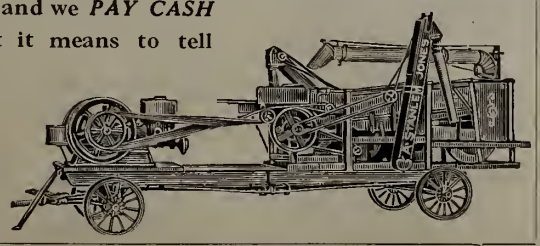
SEPARATORS for an Engine from 3 H.P. to 20 H.P.
and from $250.00 up

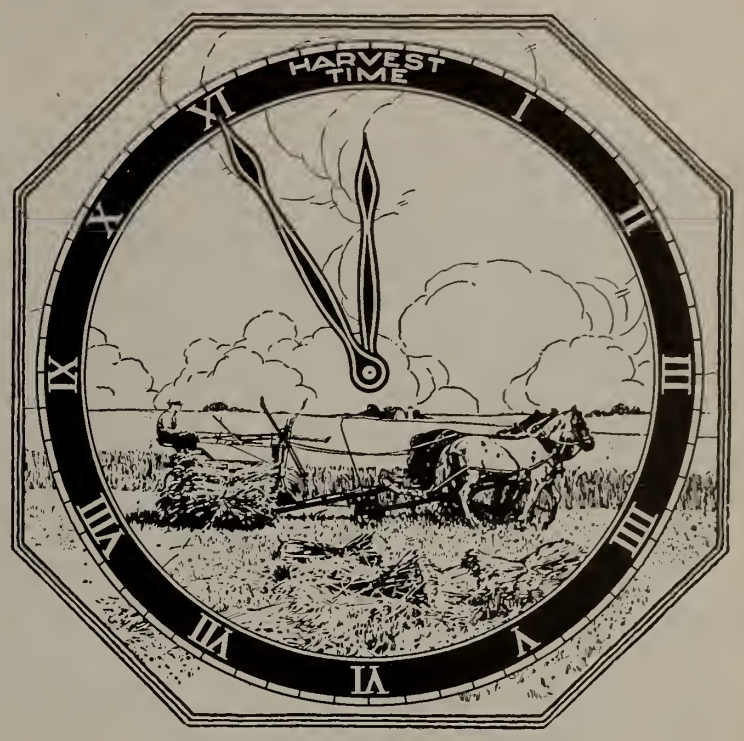
ENGINES from 1½ H.P. to 16 H.P.

COMBINATION OUTFITS
from $743.00 to $1395.00

We have vacancies for agencies at various points where not represented. We pay our commissions as soon as the customer pays the current year's paper and we *PAY CASH*
—Also remember what it means to tell your prospect that

WE PAY the Freight





What About Harvest Time?

THE binders of the Dominion are expected to come out at harvest time and transform a billowing acreage into a limitless stubble field, ready for the plow. There is no particular anxiety in the agricultural mind. The time will come and the *machines* will be ready.

This confident attitude is a great tribute to the efficiency of the modern binder—*and to the timely readiness and co-operation of the implement agent.* Just now International agents are making ready to furnish the army of new binders that will be called for.

McCormick and Deering

are time-tried names, favorably known wherever there is agriculture. Grain binders with these familiar marks will demonstrate again that nearly ninety years of harvesting machine development and satisfactory service in the fields of the world stand behind them.

Be ready with McCormick and Deering binders wherever they are needed. No farmer who can conserve more labor and grain with a new binder for the 1920 crop can afford to run a binder that has served too many years. Nor can he practise true economy with a small, inadequate machine if his acreage and power equipment demand a larger one.

As harvest time approaches, be ready to meet the binder demand, and be ready with an adequate supply of McCormick, Deering, or International high quality twine. Urge your trade to place reliance on these time-tried names.

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES—BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N BATTLEFORD, REGINA, SASKATOON YORKTON, SASK.
EASTERN BRANCHES—HAMILTON LONDON, OTTAWA ONT., MONTREAL, QUEBEC, QUE., ST JOHN, N B.

U. S. Wagon Production

Reports from wagon manufacturers in the United States show that the production of farm wagons and trucks in that country, during the past year, aggregated between 425,000 and 475,000. It is the general opinion that 1920 will show a material increase in the demand for wagons. During the war, government demands for wagons created a shortage for farm use.

Prices have also had some bearing upon present production of farm wagons. Many dealers and users and even manufacturers, at the close of the war, were anticipating a reduction in price. This caused many orders to be held in abeyance until prices were fixed on a higher level, and as the tendency of all prices are upward, many U. S. dealers are booking for wagons for future delivery in order to avail themselves of present prices.

Tractor Replaces Steam Outfit

Filling five reservoirs, each of which was approximately one acre in size, with eight feet of water, was the work of an E-B 12-20 tractor at the Ferrera Hacienda, Rodriguez, Mexico. It operated a centrifugal pump with a six-inch pipe discharging 70 feet above the river, and the outfit developed a capacity of 1,800 gallons per minute. A steam outfit which cost $500 more, used under the same conditions except for a ten-inch pipe, was able only to develop a capacity of 750 gallons per minute.

U. S. Federal Loans for Farm Implements

Up to the end of last September the loans for farm implements and equipment made through the U.S. federal farm loan system, aggregated $5,329,553. While this amount only represents about 2 per cent of the total loans made in the United States for farm purposes, from the viewpoint of the money involved, it is evident that the retail implement trade in that country have benefited by this system of financing the purchase of farm machinery and equipment.

Self Cleaning Tractor Wheel

To offset the possibility of cleats or grouters filling up with dirt when operating on sticky soil, a tractor wheel was recently developed which, it is claimed, is self-cleaning. This wheel has lugs which work in and out through the rim or face of the wheel. These lugs are of spade shape and operate from an eccentric on the hub of the wheel. By this means the lugs or spades are flush with the rim on one side and project on the other, and by adjusting the eccentric the reach of the spades beyond the wheel rim may be varied to suit the condition of the soil. The spades work in and out as the wheel rotates and this cleans them from any mud which may cling to them. The depth to which the lugs go is easily adjustable for different loads and different soil conditions, altering from a long to a short lug, the change being made by the operator from the tractor seat. As the lugs recede into the wheel, the mud is automatically scraped off.

A New Distributing Concern

The New Era Farm Machinery Co. are now occupying premises in the Board of Trade Bldg., Winnipeg. John Herron, pioneer separator man, and well known to the western trade, is president of the company. W. B. Cooper is manager and J. K. Bell sec.-treasurer. The company are distributors for the Wisconsin tractor as made by the Wisconsin Farm Tractor Co., Sauk City, Wis.

This tractor is 16-30 h.p., with an engine 5 x 6½, 4-cylinder type. A four-wheel machine, it is of the highest class of tractor design, and is stated to have a good record for efficiency in the field. It has been on the market in the U. S. for several years and has an excellent reputation.

In addition, the company are distributors for the Decker threshers, as made by the Macdonald Thresher Co., Stratford, Ont. This line has a range of sizes from 20 x 42 up to 36 x 60. They also sell the "New Era" separator as made by the Stewart Sheaf Loader Co. and La Crosse tractor implements. Other lines handled by this concern are automatic heat regulators, road machinery and contractors' supplies and the products of the Belfast Cordage Co., including rope and binder twine, etc.

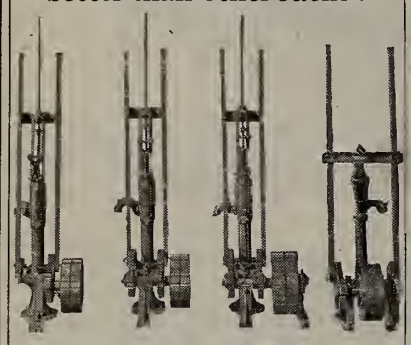
E-B 10-20 Tractor Pumping in Mexico.

Mr. Dealer:

Are you aware that the Farmers are beginning to know that the Manitoba Line of Pump Jacks

LAST LONGER, ARE CHEAPER,

and fill their wants better than other Jacks?



We have a PUMP JACK FOR EVERY PURPOSE.

You should have one on your floor.

CompressionGreaseCups furnished throughout. All shafts run in liberal bearings with grease cavities to avoid bearings cutting out.

Manitoba Engines
Limited
Brandon Man.

Provincial Exhibition

BRANDON, MAN...

JULY 19th to 24th, 1920

ATTENTION! Canadian and American Manufacturers of Tractors, Threshing Machinery, Farm Implements, Farm Equipment, and all other lines of manufactured articles.

This Exhibition annually has the largest and most comprehensive display of farm machinery and equipment shown at any similar event in Canada. We invite you to keep your lines before the farmers and Implement Dealers of Western Canada, by arranging NOW for space at the 1920 Provincial Exhibition.

"It's where the Manufacturer meets the Buyer"

No charge for outside display space. Nominal charges for space in the Display Buildings.

Get your application for space in early.

WM. DOWLING, President.

W. I. SMALE, Secretary.

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Concentrate on FAIRBANKS-MORSE Tractor Separators

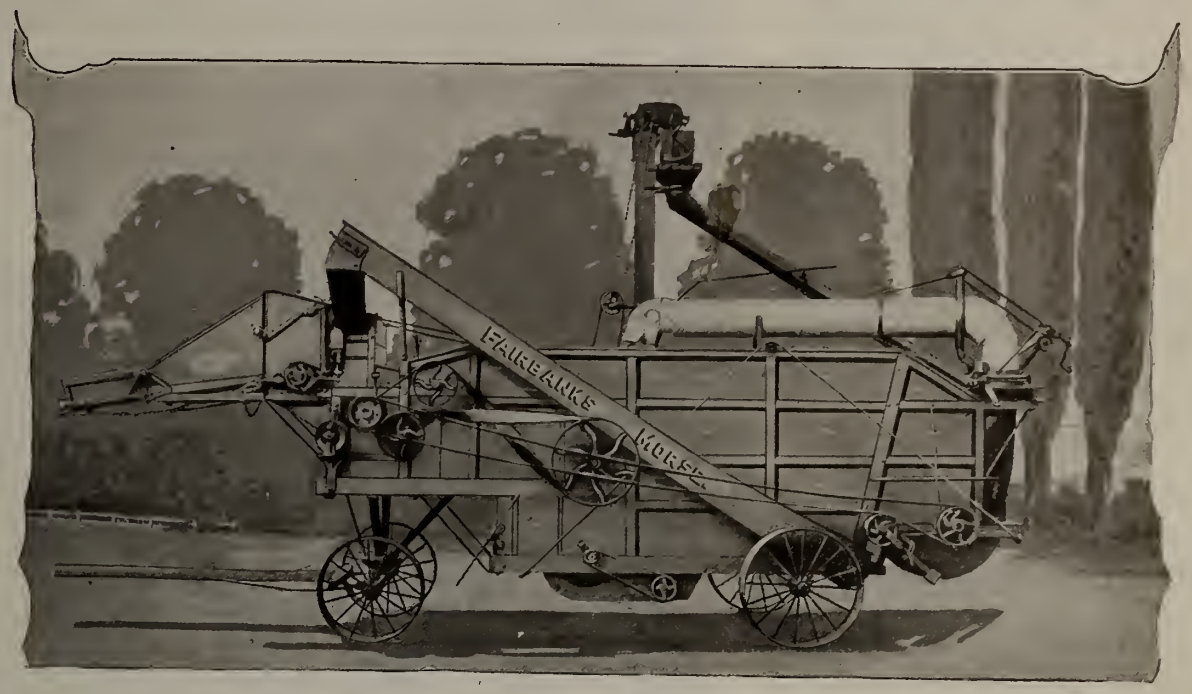
MADE IN TWO SIZES:
20 x 42 24 x 46

Will the separator you sell this year bring you prestige and profits or dissatisfaction and complaints? Why not ensure the success of your thresher trade by handling the Fairbanks-Morse Separator? Especially designed for tractor use. Their record for quick, clean work, under all conditions, easy operation and capacity, is a valuable factor for the dealer.

They Assure the Farmer Maximum Crop Values

They put the grain right where it belongs—in the sack. Equipped with heavy double-bar cylinder running in self aligning bearings. Large grate surface and extra wide body. Double belted deck. Examine the construction of a Fairbanks-Morse Separator. It was designed for threshing Western Canadian crops, and years of service have proved its unusual capacity for saving Western Grain.

For Agency Particulars, Write



The Canadian Fairbanks-Morse Company Limited

SASKATOON : : : WINNIPEG : : : CALGARY

When Writing Advertisers, please mention CANADIAN FARM IMPLEMENTS
It helps to identify you

ONTARIO WIND ENGINE & PUMP CO. LIMITED

TORONTO WINDMILLS

EVERY Farmer needs plenty of water on his farm. Therefore, every farmer in your district without a windmill or other water system, is a prospective customer for a Toronto Windmill.

You can readily show him how it gets *free* power by putting the wind to work. How it will cut his chore-time in half—save labor and time—make money for him. How it will pump and carry the *more than a ton of water* used *every* day on the average farm.

Toronto Windmills are modern—big, strong, efficient, requiring little attention, costing nothing to run, working quietly all the time. Windmills which will give the customer long, efficient service without complaints or dissatisfaction for you.

Fig. 19

TORONTO PUMPS

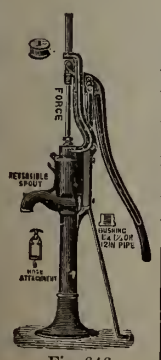


Fig. 646

Are fitting companions to Toronto Windmills. Figure 19 is our combination windmill and hand force three-way pump. It will stand the strain of windmill operations under practically all conditions. A brass tube with leather packing is used instead of the troublesome packing box, and leak holes make it anti-freezing.

Figure 646 is our windmill and hand force standard.

Other Big-Selling Toronto Lines:
Engines, Saws, Grinders, Fanning Mills, Pumps, Well-drilling Machinery, Tanks, Stable Equipment, Silos, Ensilage Cutters

FAST-SELLING PROFIT-MAKERS

LINE UP with the "Toronto" Organization

You will find the Toronto line of labor-saving equipment a profitable one to handle. Every article has been carefully designed and is constructed from specially-selected materials of the highest grade.

Toronto Products are quality products. They have been on the market for years. They have proved sturdy, efficient workers at low cost. In every part of Canada you'll find the word "Toronto" on Windmills, engines, pumps, well-drills and other labor-saving equipment.

If you are looking for an attractive dealer proposition in the farm equipment line drop us a post-card now—before it slips your mind. It will only take a moment—a moment which will be a mighty profitable one for you. We'll give you a prompt reply.

The "Toronto" equipment dealer proposition is a mighty attractive one.

Get in touch with us at once.

Ontario Wind Engine & Pump Co.

(*Western Branch*) Limited

Winnipeg Regina Calgary. Eastern Offices: Toronto, Montreal

From Vehicles to Automobiles

There are many dealers in business to-day who have watched with interest the growth and development of the McLaughlin Carriage Co., of Oshawa, Ont., "McLaughlin" buggies have for years stood for the highest point in vehicle design and quality in Canada, and to-day they are as popular as they were fifty years ago, when the "McLaughlin" buggies were first manufactured.

The illustration on this page is of considerable historical interest. It shows the original McLaughlin shop at Enniskillen, Ont., as built by Robert McLaughlin, and in which he turned out his first "McLaughlin" buggy. Compare this old frame building with the mammoth McLaughlin factories at Oshawa, Ont., and one gets some conception of the development and growth of this Canadian organization. In the photograph, the second man from the left, in the group, is R. McLaughlin, founder of the McLaughlin interests. Beside him — in those days a very "junior" partner—is George McLaughlin, now an active head of the enterprise.

Years passed and the company realized the development and future importance of the automobile. They saw that the motor car would become even more popular than the horse-drawn vehicle,, so they branched into this line. In the production of automobiles, as in carriage-building, the company has been characterized by its unwavering fidelity to quality production — no expense being sacrificed to keep the product up to the high standard of "McLaughlin" goods. Since first they commenced the production of automobiles, the company have always re-designed and developed their cars so that each model, in its class, had a particular range of usefulness and an enviable reputation for power, beauty of finish and reliability.

For 1920 "McLaughlin" cars comprise the following: Master-Six Models, K-Six-44, extra special; K-Six-45,, extra special; K-Six-46; K-Six-47; K-Six-49; and K-Six-50. These embody a 3-passenger open model, a 5-passenger open model,, 4-passenger Coupe,, 5-passenger Sedan, and 7-passenger open and Sedan models. The company recently issued two very attractive catalogs describing their Light-Six and Master-Six types, copies of which will be sent to interested dealers upon request.

The original McLaughlin wagon shop at Enniskillen, Ont., built by Robert McLaughlin. Here he turned out the first McLaughlin buggy. Mr. McLaughlin stands second from the left in the group.

Old methods are not necessarily wrong because they are old, but the chances are they can all bear improvement.

SUMMER TOURS

Via the CANADIAN NATIONAL RAILWAYS

EASTERN CANADA

ALL RAIL and LAKE AND RAIL

TO

TORONTO, HAMILTON, OTTAWA, MONTREAL, QUEBEC, HALIFAX and OTHER EASTERN CANADA POINTS

CHOICE OF ROUTES

DAILY SERVICE

PACIFIC COAST

FIRST CLASS ROUND TRIP TICKETS

TO

VANCOUVER, VICTORIA, SEATTLE, TACOMA, PORTLAND, SAN FRANCISCO, LOS ANGELES, SAN DIEGO

NOW ON SALE

And up to SEPT. 30 Return Limit Oct. 31, 1920

ON YOUR TRIP EAST HAVE YOUR TRAVEL PLANS INCLUDE A FEW DAYS AT MINAKI "INN"—The beautiful Resort Hotel, 115 miles east of Winnipeg, or at the "Prince Arthur" Hotel, Port Arthur, Ont.

For full information as to Stop-overs, Train Service, Fares from this District apply Local Agent or Write—

GENERAL PASSENGER DEPARTMENT
Winnipeg, Man.

FOR SERVICE

Canadian National Railways

FOR COMFORT

Tractor Efficiency Analysed

The arguments for and against the tractor usually resolve into a question of size and capacity. In this connection, one engineer has for twelve years made a close study of all types of tractors, and has determined systematically the power required to move a tractor over different kinds of soil. He discovered that the drawbar pull, or pull available for drawing plows with the tractor on sandy ground, is equal to 30 per cent of the weight of the tractor, or at best 43 per cent on damp sandy ground. He found this could be improved somewhat by the use of cleats riveted to the faces of the driving wheels.

For general use, it is claimed by this investigator, that the power had best be applied to the rear axle, but when going up an incline the danger of turning over is present. This construction, however, gives the greatest possible pull for a given total weight. With a tractor of good design up to 84 per cent of the brake h.p. of the engine is delivered to the rim of the rear wheels. The rolling friction on the ground absorbs an additional 8 to 20 per cent. The drawbar h.p. was 65 to 75 per cent of the power of the engine, when on sott ground.

International Twine Capacity

The International Harvester Co. neither increased nor decreased its binder twine capacity in 1919, its twine plants in America and abroad having a capacity of 162,000 tons, which has been the capacity since 1916. In 1916 the capacity was 160,000 tons; in 1915, 155,000 tons; in 1914, 125,000 tons; in 1913, 130,000 tons, and in 1912, 107,600 tons. Its mills' twine capacity in the United States is 142,000 tons from the company's four mills in that country.

Tractor Farmers Good Prospects for Motor Trucks

Every implement dealer who sells tractors or engines is passing up an excellent sales opportunity if he does not handle motor trucks also. For the farmer who is educated up to the power idea to the extent of buying an engine or a tractor, will, with a little help, soon educate himself up to the motor truck hauling idea. He learns for himself the great saving in time, money and labor effected by applying tractor and engine power to his farm work.

After the farmer has learned this power lesson it should not be difficult for the live dealer to convince him of the similar advantages of a motor truck. When the farmer learns that a motor truck will save from two-thirds to four-fifths of his ordinary hauling time, enabling him to put in this time in actual farm work and when he discovers further that he can do his hauling with a motor truck at approximately one-half the cost of horse and wagon hauling—he is going to prove a likely prospect for a motor truck.

The live implement dealers are cashing in on this branch of the farm power equipment business, and the number of farmers who are hauling their products to their local elevators and the city markets by motor trucks are multiplying rapidly. Motor truck sales profits are good.

Steel Co. of Canada

Gross profits of the Steel Co. of Canada, Ltd., for the year ended Dec. 31st, 1919, amounted to $4,000,940, comparing with $5,367,120 in 1918 and $6,040,318 in 1917. In both the latter years, however, allowances were necessary for the excess cost of construction of coke ovens, etc., which did not apply in 1919.

WHEN ignition fails there are any number of places in which to look for the source of trouble. Users of Kingston Ignition Specialties have a minimum of the ordinary ignition troubles.

The RELIABLE KINGSTON magneto continues leader in its field. It is staunch, powerful, positive, durable. It is actually and not theoretically dust proof and water proof. It is at all times dependable.

Spark plugs, coils, magnetos, switches—every ignition device that bears the KINGSTON name must come up to a rigid standard of quality.

THE KOKOMO ELECTRIC CO., Kokomo, Indiana, U.S.A.

Branches; New York City, 245 West 55 th. St.; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; San Francisco, 1235 Van Ness Ave.; Boston, 15 Jersey Street

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

D. A., Man.—The gears you refer to are for a Martin feed crusher, made by the Martin Mfg. Co., St. Louis Park, Min. These crushers are handled by J. H. Ashdown Co., Winnipeg, and Foundry Products Ltd., Calgary.

W. O. M., Man.—For particulars regarding safety hitches for all sizes of tractors, address Tractioneers Limited, 445 Main St., Winnipeg.

L. B., Sask.—Repairs for the Mandt wagon can be had from the John Watson Mfg. Co., Winnipeg, who handle all Moline repairs. The land packer with parts numbered PP is a type made by the Watson company. For Aspinwall potato machinery, address the western distributor, the W. Eddie Co., Princess and James Streets, Winnipeg.

N. W., Man.—The only engine which coincides with the name you mention is the "Duro," handled by Crane and Ordway, St. Paul, Minn. This is a special pumping engine.

J. A., Sask.—You can obtain repairs for the Tiger grain drill from the Tiger Manufacturing Co., Beaver, Dam, Wis. No repairs for this drill are carried in Canada.

C. D. G., Man.—The spring tooth cultivator with clip numbered C 75 is, we believe, an old type made by the Emerson-Brantingham Implement Company, Rockford, Ill. Write the factory direct for part.

E. L., Sask.—We cannot locate any concern now operating in Winnipeg known as the Subsoil Packer Co. The only two firms in this city manufacturing such a machine are Christiansen Implements Ltd., and the Cushman Motor Works of Canada.

W. D. C., Sask.—The head-quarters of the Rock Island Plow Company is at Rock Island, Ill. You can get Rock Island implements from the Western Canadian distributors of the company, the Waterloo Manufacturing Company, Portage la Praire.

"Enquirer," Sask.—(1) Part 1229 is for a 4 furrow plow made by the J. I. Case Plow Works, Racine, Wis. You can get the necessary part by addressing the J. I. Case Plow Works, 415 Washington Ave. N., Minneapolis, Minn. (2) Perrin—not Parrin—plows are no longer being manufactured. You can get parts, however, from the Tudhope-Anderson Co., Ltd., Orillia, Ont.

M. A., Man.—We have no record of any rotary plow harrow attachment called the "Racine." Has any reader heard of a plow harrow of this type?

S. J., Sask.—For particulars regarding grain saving guards address the Anderson Grain Saving Device Co., 702 Confederation Life Building, Winnipeg.

R. L. M., Sask.—When you ask for an engine with no batteries, magneto, carburetor, or valves, that operates on coal oil, we believe that the type you have heard of is the Hoag oil engine, made by the Hoag Oil Engine Co., Brantford, Ont. These engines are sold in Winnipeg by the Metal Shingle and Siding Co., Ltd.

P. A., Sask.—Repairs for the Chicago Aermotor Windmill are carried by the William Eddie Co., Princess St., Winnipeg.

B. and M., Alta.—Sand collar HX 441 is for a sulky plow made by the Moline Plow Co., Moline, Ill. You can obtain them from the John Watson Mfg. Co., Winnipeg, who carry all repairs for Moline implements.

E. and B., Sask.—Regarding casting 2618 for a 12-inch lever lift gang plow, which you require. A. Poersch, implement dealer at Brunkhild, Man., has these parts in stock and can supply you.

F. W. B., Sask.—The grinder plate with marking U5 is for a Martin feed grinder, manufactured by the M. R. Martin Co., St. Louis Park, Minn. Write this factory direct for new plates.

T. H. S., Sask.—The disc plow with castings marked "R.D." is a New Rotary Dutchman disc plow, made by the Moline Plow Co., Moline, Ill. For the parts you require address the John Watson Mfg. Co., 311 Chambers St., Winnipeg, who carry all Moline repairs.

W. Machine Co., Sask.—Bradley plows are no longer being handled in Canada. This line is now owned by Sears-Roebuck, Chicago, a mail order house. You can obtain parts only from that concern.

J. W. T., Alta.—The Simplex power attachment is not made in Winnipeg, nor is it sold in Canada, so far as we are aware. You can get particulars regarding it direct from the Simplex Mfg. Co., at Los Angeles, Cal. The J. H. Ashdown Co., Winnipeg, sell a machine of the same type, called the "Lay-Porta."

J. B. G., Sask.—We do not know of any disc harrow made by the "Perrys" Plow Co. Is it possible that you mean the "Paris" Plow Co., a concern that went out of business some years ago? If this is the case, we know of no repair source for getting parts. Again, you may mean the Perrin Plow Co. If so, parts may be had from the Tudhope-Anderson Co., Orillia, Ont.

W. C. A., Alta.—Part 4707 is for a 12-inch gang plow, made by the J. I. Case Plow Works, Racine, Wis. We have forwarded your order for part to the Minneapolis branch of the company, which carries a complete repair stock for their plows.

S. A. J., Alta.—The disc plow with castings marked M-21 and M-22 is an old type, manufactured by the Emerson-Brantingham Implement Co., Rockford, Ill. We advise you to address the factory direct for parts, as they will not be stocked by the Regina branch of the company.

J. H. W., Alta.—The disc harrow, with boxing numbered HD 1, is a Racine-Sattley disc. For new boxing we advise you to write either Thomas Williams, Racine, Wis., or the Omaha Western Sales Co., 10th and Jones Streets, Omaha, Neb. These are the only two firms we know of who can supply you with parts.

W. C. W., Sask.—We regret we cannot locate the repair source for parts for a Patterson grinder. There is no concern in either Canada or the U.S. who are making a grinder of this name. Has any reader ever handled it?

S. K., Sask.—The plow with parts D 1, D 8, D 142, etc., may be one of two types with similar markings. It is either made by the Hapgood Plow Co., Alton, Ill., or is an old type Hancock plow, as formerly made by the Bateman-Wilkinson Plow Co., Toronto.

O. Bros., Sask.—Spool for disc harrow numbered H 616 is for an old style Emerson disc. You can get new spool from the Emerson-Brantingham Implement Co., Rockford, Ill.

E. S. B., Alta.—"Gray" stationary engines are manufactured by the Gray Motor Co., Detroit, Mich. No repairs are handled in Canada. Address the company direct.

M. J. K., Alta.—No repairs are being carried in Canada for the "New-Way" engine. Write direct to the New-Way Motor Co., Lansing, Mich.

W. H. W., Sask.—Repairs for the "Domo" cream separator may be had from Domo Separators Ltd., St. Hyacinthe, Que.

A. R., Man.—New parts for the "Acme" pulverizing harrow can be procured through the nearest branch of the John Deere Plow Co.

K. R., Man.—Under the proposed sales taxation, the dealer must show the one per cent tax on his invoice to the farmer. On time sales the full tax must be paid whenever implement is delivered to customer. The dealer must forward a statement of his sales, and pay one per cent tax on same on the first of every month to the inland revenue officer.

H. M., Sask.—The following firms can supply information on lighting plants of different capacities for store lighting; The Canadian Fairbanks-Morse Co., Saskatoon; Cushman Motor Works of Canada, Winnipeg; R. A. Lister Co. (Canada), Winnipeg; Robinson-Alamo Ltd., Winnipeg; the Northern Electric Co., Regina.

W. W., Sask.—Disc harrow boxing D H 87, and spool D H 88 are for a harrow made by the Roderick Lean Mfg. Co., Mansfield, Ohio. For parts address Lindsay Bros., 400 North First St., Minenapolis.

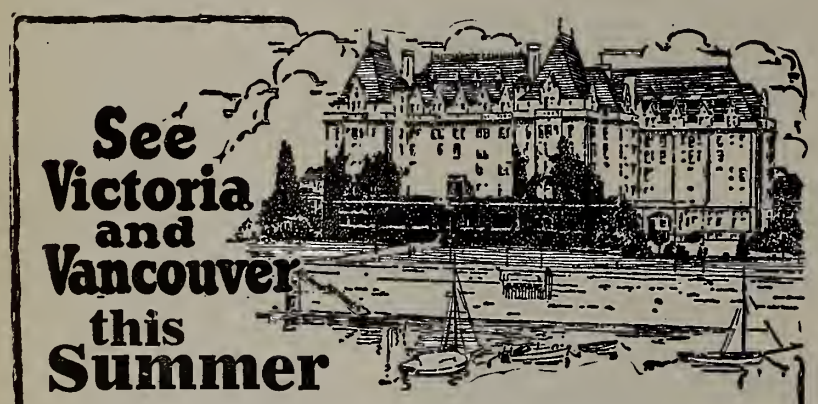
Wood, Vallance Buy Hardware Concern

Wood, Vallance, Ltd., Winnipeg, wholesale hardware dealers, have purchased and taken over the entire wholesale hardware stock of the Hanbury Hardware Co., Ltd., of Brandon. The Winnipeg concern do not intend to continue the Hanbury business at Brandon. They will remove a portion of the stock to Winnipeg, while the balance goes to Regina, where a large wholesale warehouse is being erected to take care of South Saskatchewan trade.

Potato Machinery Pays

In modern potato production, considering present prices being received for the crop, potato machinery is a line that the dealer should find easy to sell. By means of a potato cutter, a potato planter and a potato digger, along with other machines and a more intelligent agriculture, a farmer has been able to produce 57 bushels of potatoes with one average day's labor. A half-century ago the product was only one-third as much.

Dealers—the progressive kind—are meeting with considerable success and profit in the sale of farm lighting plants. Take on a line and "let your light so shine before men."



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You go on "crack" trains whose oil burning locomotives leave the observation cars as clean as your own veranda—whose diners and sleepers mean splendid comfort and service. You follow one waterway after another from Calgary in the foothills of the Rockies to Vancouver on the Coast through

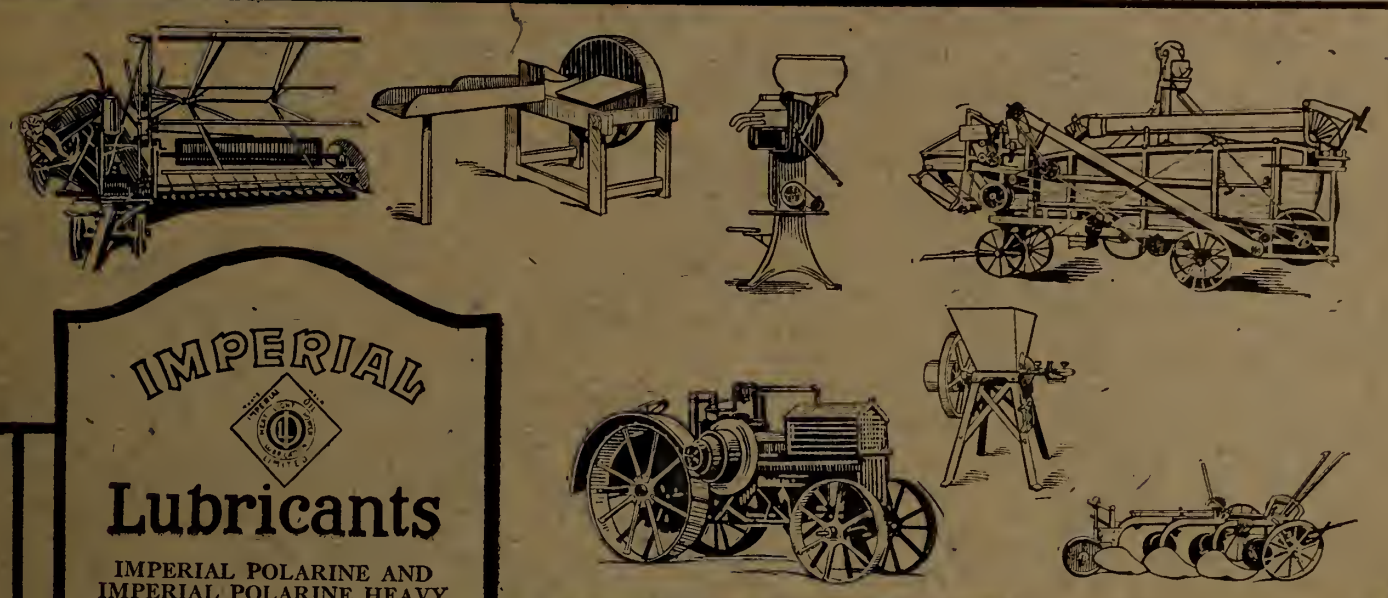
"Fifty Switzerlands In One"

At Vancouver—direct connections with all points on the Pacific slope—steamers to Alaska and the Orient, or to Victoria and Seattle down Puget Sound. A wonderful way to go west.

For reservations telephone, write, or call at the office of

Any Agent of the
CANADIAN PACIFIC RAILWAY

See the CANADIAN PACIFIC ROCKIES on this trip



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Lubricants

IMPERIAL POLARINE AND IMPERIAL POLARINE HEAVY
For all gasoline-burning engines—automobiles, tractors and trucks.

IMPERIAL POLARINE A
For all motors requiring an unusually heavy oil.

IMPERIAL POLARINE KEROSENE TRACTOR OIL AND IMPERIAL POLARINE KEROSENE TRACTOR OIL EXTRA HEAVY
For kerosene-burning stationary engines and tractors.

IMPERIAL PRAIRIE HARVESTER OIL
A heavy-bodied oil for open bearings of threshers, binders and separators.

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A thick oil for worn and loose bearings.

IMPERIAL CAPITOL CYLINDER OIL
For steam cylinder lubrication—tractors and stationary engines.

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For stationary and portable engines using either kerosene or gasoline.

IMPERIAL THRESHER HARD OIL
For grease cup lubrication of bearings. A clean, solidified oil.

Imperial Farm Lubricants are for sale in ½, 1 and 4 gallon sealed cans, half-barrels and barrels.

All Need Lubrication

EVERY farm machine needs lubrication and only the correct lubricating oil or grease will do if the full work built into the machine by the maker is to be obtained.

The farm lubricating business in your community is a big one and a profitable one. Go after it with a stock of the full line of Imperial Farm Lubricants.

Stock up with the different packages of each grade and canvass your territory.

Strong, effective *selling* advertisements are now running in practically every farm paper in Canada—papers which reach into your district.

Imperial Farm Lubricants are the only complete line of farm lubricants advertised consistently year after year.

Farmers know their quality well. Ask the Imperial Oil Salesman about our selling helps.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

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IT has been 83 years since the first Grand Detour Plows were put to work. Every spring-time since 1837 has been marked by their busy activity—more of them every year. Grand Detour has been a "going" concern, every day of that long period.

Under Case ownership, the things that did most to advance Grand Detour has been preserved and developed. Distinct improvements and refinements mark the 1920 line: policies that have brought success for generations are retained: the management that created them remains in charge.

At the same time, the change in ownership a year ago has brought a new permanence and stability—the promise of long succession of "May-times" to come.

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Established 1837 *Grand Detour Plow Division*

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works Co.

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Racine, Wis. *and all branches*
AVERY CO., Peoria, Ill. *and all branches*
ADVANCE-RUMELY THRESHER CO., Inc., La Porte, Ind. *and all branches*

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 7 WINNIPEG, CANADA, JULY, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

A Word to Farmers Just at Harvest-time

With the approach of harvest-time Canadian farmers will do well to remember that Europe cannot recover agriculturally for years. In the meantime hungry millions must be fed. It would therefore seem certain that Canada's agriculture will not lack profitable markets for all we can produce.

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CARSON & WILLIAMS BROS., LIMITED

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720 UNION BANK BUILDING, WINNIPEG

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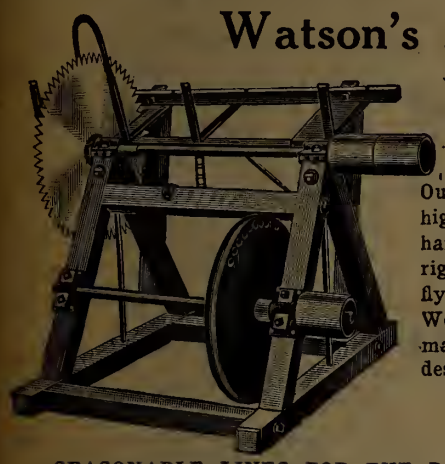

Our saws have solid steel shafts and high-grade babbitted bearings. The hardwood frame is strongly built and rigidly braced. Heavy, solid balanced flywheel and three 5 x 6-inch pulleys. Weight complete, 325 lbs. Complete saw mandrels supplied separately when desired.

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Genuine Moline "ACME" Shares

The original soft center share. Give perfect wear. Order your stock now.

JANESVILLE REPAIRS

We carry a full line of repairs for Janesville Plows, Disc Harrows, etc.

SEND US YOUR REPAIR ORDERS

FITTED PLOW SHARES

Shares Stocked at Regina for every make of Plow

PLACE YOUR ORDER TO-DAY

HARROW TEETH PAINTED AND VARNISHED
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and the best and most fitting form of home charity lies in the direction of Life Insurance. In no other way can the head of the Home so surely provide for the permanent welfare of those who look to him for support.

The Great-West Life Policies provide such insurance on most attractive terms. The fact that, in 27 years, the Company has placed over $226,000,000 of Insurance in force, carries its own argument.

Full information and personal rates will be sent to any address on request.

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THE farmer's satisfaction with his tractor depends in a great measure on his fuel and repair bills. If these are low he is an enthusiastic booster and he uses his machine continually.

The amount of fuel used and the frequency of repairs depends, to a considerable extent, on the lubricating oil. If a poor lubricant, unsuited to the farmer's machine, is used, these costs are bound to be high.

A high-grade lubricant, such as Imperial Polarine Kerosene Tractor Oil, Imperial Polarine Kerosene Tractor Oil Extra Heavy, or Imperial Polarine Heavy, *assures low costs* on these items.

From these three tractor lubricants can be selected the right grade for any tractor. If the one grade, recommended by the Imperial Chart of Recommendations, is used exclusively, satisfaction is assured.

Three grades—Three sizes—Sell by the Chart.

Have you sufficient stocks?

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Power ~ Heat ~ Light ~ Lubrication

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Case 22-40 Kerosene Tractor pulling
4 bottom Grand Detour Plow.

Case 15-27 Kerosene Tractor pulling
3 bottom Grand Detour Plow.

Now is the Time to Sell Tractor Plowing Rigs

WITHIN a week or so, the farmer, with his grain crop out of the way, will be at his greatest need of the year for a Case Kerosene Tractor and the properly related Grand Detour Plow. At the same time, with his grain crop safe, he will be at the peak of his purchasing power for the year. Sell him the rig he needs.

The 10-18 Case Kerosene Tractor will pull a 2-bottom Grand Detour Plow, or three 12-inch plows under favorable conditions. The 15-27 Case Kerosene Tractor will pull a 3-bottom Grand Detour Plow, or four bottoms under favorable conditions. The 22-40 Case Kerosene Tractor will pull a 4-bottom Grand Detour Plow, or will operate a 5-bottom plow under favorable conditions.

And after plowing season is over, the Case Kerosene Tractor may be kept profitably employed throughout the year driving or drawing other farming machinery bearing the trade mark of the Eagle on the Globe.

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Dept. M-7, Racine, Wis., U. S. A.
Making Superior Farm Machinery Since 1842

Look for the
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We want the public to know that our plows and harrows are NOT the Case plows and harrows made by the J. I. Case Plow Works Co.

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

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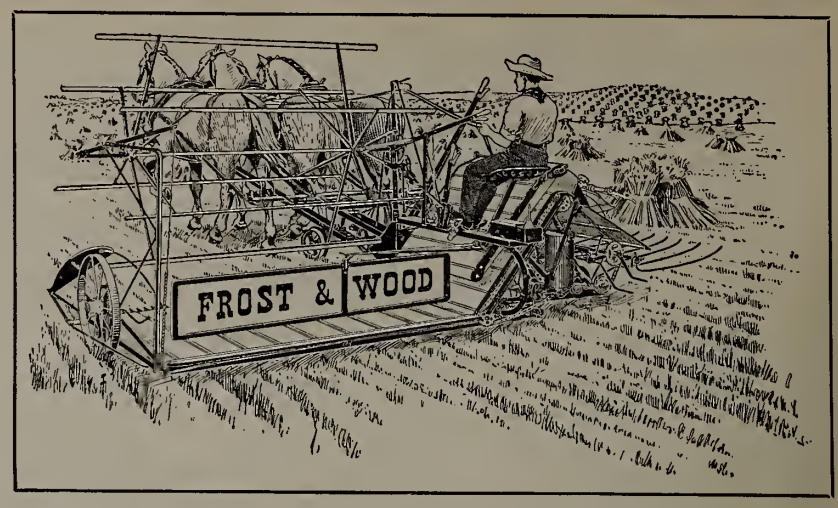
POWER FARMING MACHINERY

Case 10-18 Kerosene Tractor pulling
2 bottom Grand Detour Plow.

NO Implement you sell has a more important effect on your customer's business than his binder. All year long he has looked forward to that one big occasion—the cutting of his crop. He wants the best Binder that money can buy. That's why Frost & Wood Dealers always harvest a big crop of Orders for this Binder.



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A Binder is a complicated machine to make and it requires long experience to perfect a design that will stand up to Western harvesting conditions. Our 80 years of experience in building high-grade Canadian farm implements is a wonderful asset to our dealers. In our binders, it ensures light draft coupled with rugged strength, superior cutting, elevating and knotting features and an ease of control that makes it simple for an inexperienced hand to use.

The Frost & Wood Binder cuts any crop, clean—it stands up, it's got the stuff in it to make good—it's always a credit to the dealer who sells it.

Write for our liberal dealer proposition. You might as well handle the best while you are at it

COCKSHUTT PLOW CO., LIMITED

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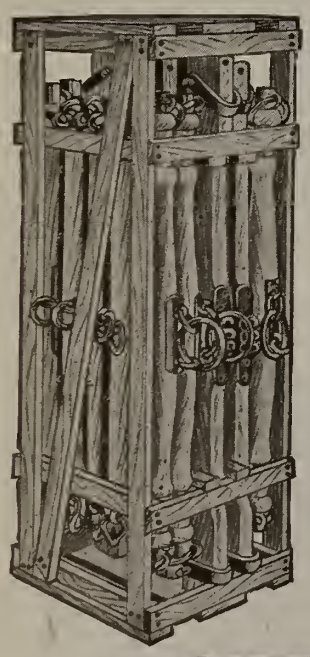
"If it comes from GREGG it must be Good."



Whiffletree Ferrules and Hooks

DEALERS: There is a steady demand at this season for Wagon Hardware, and Irons for Eveners, Neckyokes, etc. An adequate, assorted stock of this line will bring you profitable business and permit prompt service to your customers for their repair requirements. We manufacture:

CENTER CLIPS—Welded with rings.
SINGLETREE HOOKS—Both large and small size.
WHIFFLETREE FERRULES AND HOOKS—to pull either direct from ferrule or to pull over ferrule and whiffletree.
NECKYOKE CENTER IRONS—3¼ and 3½ inches diameter.
EXTRA PLATES FOR NECKYOKE CENTERS.
NECKYOKE END IRONS—from 1¼ to 1¾ inch diameter; rings 3-inch diameter.
SINGLETREE STRAPS—7-16, ½ and 9-16 round, also singletree loop straps and full straps.
WAGON BOX STRAPS—straight or hooked patterns; lengths from 10 to 20 in. straight; hooked, 14 to 19¼ inches.
WAGON SIDE BRACES—lengths 12 to 16 inches, ⅝ diameter.

Neckyoke Center Irons

SELF CENTERING WAGON BOX RODS—with plain nuts and washers, for narrow or wide track wagons.
WAGON BOX RODS—complete with handle, nut and washer, for either narrow or wide track wagons.

STEEL WAGON WRENCHES.
SEAT HOOKS, WAGON BOX STAPLES, SCREW PIN CLEVISES, SCREW PIN STAY CHAIN CLEVISES, WELDED RINGS, Etc.

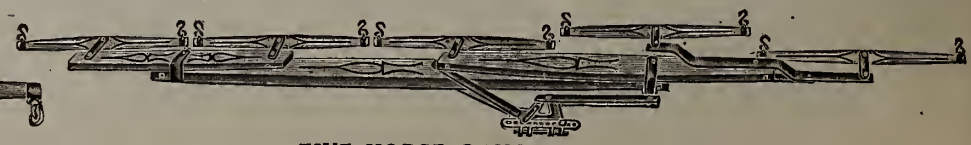
Ask Your Jobber

We also manufacture a full line of Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Plow Singletrees, etc., etc.

Ask Your Jobber

Gregg Manufacturing Company Ltd., Winnipeg, Man.

COMBINED TWO AND THREE-HORSE EQUALIZERS



FIVE-HORSE GANG PLOW EVENERS

CANADIAN FARM IMPLEMENTS

Vol. XVI., No 7 WINNIPEG, CANADA, JULY, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year. $1.00 / Per Copy. 10c.

Saskatchewan Implement Dealers in Convention

Dealers Made Strong Representations to Provincial Government

During the seventh annual convention of the Saskatchewan Branch of the Retail Merchants' Association, held in Moose Jaw, June 8, 9, 10, the implement and automobile and trade sections of the association held a series of especially important sessions. A large attendance of dealers was on hand from all over the province, and in the various discussions the implement men showed in no uncertain way what they thought of conditions under which they operated. Keen interest was shown in all the matters brought up, practically every member present taking part in the discussions upon the various topics submitted.

H. T. Pizzey, secretary of the Implement and Auto Trade Section of the Association, made arrangements for the various sessions, and his work was greatly appreciated. In a talk to the trade, the secretary pointed out that there were well over 1,300 implement and automobile dealers in the province, and while the membership in the implement trade section was increasing by leaps and bounds, he wanted to be able to report the membership of the implement and auto trade as 100 per cent organized.

The first session of the implement trade section commenced at 2 p.m. on Tuesday, June 8th. Some of the subjects dealt with took longer than was anticipated, but the programme was covered in its entirety, and from first to last the interest of the trade in the matters brought up for their consideration was very keen. Saskatchewan implement dealers are assuredly realizing what they can accomplish by organized effort.

Provincial Executive Met Government

Following the three days' convention, the Provincial Executive of the Association arranged a special meeting with the Provincial Government, which meeting was held in Regina on June 11th. Amongst those who were present on behalf of the retail implement dealers were:

S. D. McMicken, Moose Jaw; G. Garfield Wray, Regina; S. E. Fawcett, Saskatoon; F. E. Raymond, provincial secretary; H. T. Pizzey, secretary, Implement Trade Section; G. W. Matheson, Craik; W. J. Keller, Shaunavon; G. W. Anderson, Regina; W. L. McQuarrie, Saskatoon; F. A. Holden, Moose Jaw; A. E. Tutte, Kerrobert, and D. S. Saunders, Assiniboia.

Sales Tax Condemned

Mr. Matheson, Craik, second vice-president of the association, spoke on behalf of the implement dealers of the province. He took up the matter of the one per cent sales tax, imposed upon dealers by the Budget. The implement dealer had to absorb this, as passed on to him by the manufacturers and wholesalers. Mr. Matheson pointed out to the government that under existing provincial legislation the dealers must necessarily absorb the tax, inasmuch as they were not permitted to raise the retail price for implements, as listed with the government by manufacturers and wholesalers doing business in the province, according to the Farm Implement Act of 1915.

Mr. Matheson further pointed out to the government the hardship this meant to the implement dealers of Saskatchewan. The present margins allowed the dealers, said he, ranged from 8 per cent to 13 per cent of the retail sales price, therefore the absorption of this tax would mean a direct loss of roughly 10 per cent of their gross earnings.

Members of the Cabinet asked if it were not possible that new lists could be filed, but Secretary Pizzey stated that manufacturers had no intention of doing so at the present time. The government was quite sympathetic and fully appreciated what this tax absorption meant to the implement dealers when operating on present margins. They, however, pointed out that the Farm Implement Act did not control the retail price of farm implements, but only repairs therefor.

The feeling of the government was that the implement dealers would be justified in adding the tax to the listed retail price of the repairs and also machines.

Retail Price Can Be Raised

It is of great importance to implement dealers to note that this is the first time that the act has been construed to mean that, as to legal measure, it did not control the retail sales price of implements, either large or small, but only controls the cash retail selling price of repair parts. As directly pointed out by the Cabinet, there is no penalty set for infringement of the act by selling implements at a higher price than that listed with the government by manufacturers and wholesalers.

This being the case, there is a way out of his difficulties for the implement dealer. This interpretation obviously allows the implement dealer to raise the retail price of machines to allow a sufficient margin to cover the cost of operating, and leave a fair retail profit in addition.

The Farm Implement Act as Affecting the Dealer

In his address on this subject, Col. H. Davidson Pickett, barrister, of Moose Jaw, made an expert analysis of the various clauses and interpretations of the act, as passed in 1915, and its various amendments.

The speaker dealt with the forms of implement contracts in vogue, and the elimination of litigation, which could be made possible by the standardization of contracts. He contended that the description of "large implements" was indefinite, and spoke on the possibility of an increased list of this type of implement. Emphasis was laid on the section dealing with the distinction of the retailer as compared with the manufacturer. The act could be amended so as to make it clear that the manufacturer constituted the "vendor" of the goods.

In connection with such machines as washers and cream separators, a change could be made so that it was specifically stated that these were for "use upon a farm." The repair clause in the act, it was stated, left the dealer to charge any price he liked, but the effect was that the listed price of the manufacturer controlled the retail price.

Under the act the agent must give a warranty of the manufacturer. The latter was vital to the customer to complete the contract. A condition may be a warranty under certain circumstances. As regards the reading of the contract in language which the purchaser understands, it was suggested that an affidavit form be used, so that proof of signature would be evidence in the case of subsequent litigation. In the case of interpreting the act, the man who reads it in the tongue of the purchaser might not get the wording literally, so that the process was useless. In fact, said the speaker, it was hard for a lawyer to construe the act as it now stood.

The speaker advised dealers to invariably have a lien note, as the contract does not constitute a lien. Such a note need not be registered in cases where the name of the manufacturer is molded on the implement. The registration of a lien note, it was explained, was simply to protect the vendor against interested parties. Any rights that the vendor has in an implement are lost whenever the third party takes possession. The note must be registered within 30 days. A lien registered is good for 6 years, whereas a chattel mortgage must be renewed within 30 days to hold good.

Considerable discussion took place on the return of notes by the companies. Questions were asked on the status of the dealer buying outright and selling on time. Should the contract be made in the name of the company, or that of the dealer? The answer was that if the dealer is the owner of the goods he must have the consent of the company to use their name in the contract. As the company supplies the contract, dealers contended that it was advisable to take the contract and warranty on the form of the company.

The question of repossession of implements was fully dealt with. A court might not hold that the loan of an implement to a man constituted a change of possession. The costs which the vendor can charge are limited as regards the resale of large implements. The value of the implement is fixed by the arbitrators as at the point of repossession, and they can also set a price for costs of repossession and resale which must not exceed 10 per cent of the value.

The law as regards the rejection of a set of implements upon the failure of one unit of the set was made clear, also the rights of the dealer as applied to the earning of the machine. It was especially emphasized that all blanks on the contracts must be filled in with a pen; typing was not permitted in filling in the blank spaces.

The provisions regarding the rejecting of implements by the purchaser were fully explained. The signing of a "satisfaction slip" was not held by the court to be evidence of acceptance on the part of the purchaser. A condition will become a warranty if the man is held to have accepted the machine, but nothing prevents him from challenging the warranty. The courts hold that under the contract the man must have received "something different from what he ordered under the specific warranty. He did not, in effect, get the machine he asked for," said Mr. Pickett.

The speaker advised the trade that in every case it was wisdom to take the contract on the companies' form, as the purchaser has the right to look to the party who is on the contract. In the other case, the company may possibly set up as a defence that the dealers' order form is not a real contract. In every case, make the contract as between the manufacturer and purchaser, so as to be safe, said the speaker.

Many dealers asked the speaker pointed questions on the act, as relating to troubles they had experienced in doing business. It was made clear that with a commission contract the dealer need sign no guarantees, but if he buys outright he is legally responsible. The question of excess charges in connection with procuring repairs, which the dealer could not pass on, was discussed at length. It was shown that whenever a dealer buys outright he ceases to become an agent. If he sells as an agent the company cannot repudiate their liability. Many features in connection with the act upon which dealers were vague were explained in a clear and concise way by Mr. Pickett, whose able address was greatly appreciated.

A hearty vote of thanks was made to Mr. Pickett for his speech, and replies to the bombardment of queries directed at him.

The Matter of Margins

On the evening of June 8th, the Implement Trade section held a discussion on "Present Day Margins," opened by Hugh Rorison, of Moose Jaw. He referred to the margins being allowed by the various companies; these ranged from 8 to 13 per cent. This was, said the speaker, in the face of an operating cost of from 16 to 20 per cent—the dealers' overhead. Mr. Rorison called upon the secretary, H. T. Pizzey, to illustrate the facts on the blackboard.

It was evident from the discussion that there was no incentive for dealers to finance their own buying, inasmuch as the discounts for cash were held to be inadequate. Different contracts were cited as examples. In one case a contract which was originally a wholesale one was changed to a "Farmers' Note Contract." The same goods, the same year, cost the dealer approximately 8 per cent more than under the wholesale contract. In addition, the dealers lost a 5 per cent cash discount, and more in special cases.

This shows a rough loss of 13 per cent. A straight consignment contract was then issued with its cash discounts, under which the dealers were allowed only 10 per cent for taking care of a service for which they were originally charged 13 per cent. Adding this 3 per cent loss to the 13 per cent already mentioned, said the speaker, and we have a difference of 16 per cent between the net cash price under the wholesale con-

tract and the consignment contract, when the paper is turned over to the company.

Claim Dealer is Penalized

In other words, continued the speaker, for carrying the unsold goods and taking the farmers' paper in lieu of cash, the dealers were charged 16 per cent—really about 16½ per cent, when worked out on the basis of net cash wholesale price. The penalty charged the farmer for the extension of this accommodation on the same goods, in the same year, was roughly 5 per cent.

Secretary Pizzey illustrated by a blackboard talk that while companies charged the farmer about 4½ per cent for extending credit to them this year the dealers were penalized from 8 to 12 per cent. A lively discussion followed the addresses of Messrs. Rorison and Pizzey, all the dealers present taking part.

Handling of Binder Twine

Geo. W. Matheson, Craik, gave a most interesting address to the implement trade on the method he used in handling binder twine. This method is one which has features to commend it, said Mr. Matheson.

Continuing, he explained that he delivered all twine from the car to the customer at ½ per cent per pound over invoice price, with freight added. He found that this system works very successfully, as he has no drayage or insurance to pay, and therefore no carry over. The twine was sold strictly cash on delivery.

In this system of selling, said Mr. Matheson, care must be taken however not to buy too heavily. Another essential in the success of such a sales plan was close co-operation between the dealer and the farmer, and he was glad to say that he had this co-operation. The system was proof conclusive for the rabid anti-dealer farmer that the dealer was not out to make any undue profit, but wished to give the best possible service at a reasonable margin.

Following this address a discussion took place on what was considered a fair margin on twine sales. The majority of dealers took part in the discussion, it being evident that the general opinion was that 4 cents per pound over landed cost would cover the cost of operating, and leave a fair profit for the dealer.

Sales to Soldiers

George Matheson, of Craik, opened the discussion on sales to soldiers, and stated that the companies agreed to sell at cost when the arrangements were made, but that he found in every case where they were operating a straight consignment contract (other than that of one company), that they were selling at net October 1st prices and allowing the dealers 7 per cent commission on this.

This meant that the soldier paid from 3 per cent to 5 per cent more than the actual cost to the dealers under a cash transaction, which was the only way that the various companies would do business under the arrangements with the Soldiers' Settlement Board. He further stated that there was no doubt that the companies were not entitled to this differential, nor to any glory for practical benevolence.

An animated discussion ensued, and the opinion of the meeting was that the companies were deserving of censure for this action, inasmuch as they had not lived up to the statements made when arrangements were entered into with the Soldiers' Settlement Board.

It was further alleged that in some cases the dealers were actually able to furnish soldiers with certain machinery at cost plus freight and drayage for $20, less than that at which the distributors or manufacturers were selling. After further discussion it was decided to take no action in view of the fact that the present arrangements expired at the end of 1920.

On the morning of the ninth the Implement and Trade Section had an address from Col. H. Davidson Pickett, Moose Jaw, on the application of the Auto Repairs Act, which was passed at the last session of the Legislature. He dealt with the act clause by clause, and made suggestions as to amendments.

The Saskatchewan Automobile Repairs Act and its Effects

A lively discussion ensued, during which it was suggested that the word "vendor" be amended to read "manufacturer," and that the latter word should be extended to include any individual or company wishing to act as a distributor for the said company.

The Secretary, H. T. Pizzey, pointed out that the Farm Implement Act of 1915 had the same effect as the Auto Repairs Act would have with the amendments suggested, and therefore could in no way be construed to mean a restriction of trade.

Mr. Pickett also pointed out that there were certain laws in force to-day restraining trade, and, therefore, the policy of the government in regards to enacting legislation as required by the dealers, both for their protection and for the public at large, could not be understood. Another feature which Mr. Pickett dealt with at some length was that the warranty does not have to be expressed in the contract but is only implied, but the said contract must state a given point where repair parts may be secured. Mr. Pickett said that to his way of thinking the dealers should have a contract prepared for use, which would nullify the provisions of the act and relieve the vendor of supplying parts for the cars until the necessary amendments can be made to the act.

C. Alexander told the meeting that during the meeting of the provincial executive, together with some of the foremost dealers of the province, with the government, that it was pointed out to them that the dealers could use a rubber stamp and insert the words, "The provisions of the Auto Repairs Act do not apply." Another dealer stated that according to his views this would lead to trouble, as it would be very easy for the purchaser to say that this was not part of the contract when he signed it. This opinion received the unanimous support of the meeting.

Act is Inoperative

Mr. Pickett further stated that there was no doubt that the interpretation of the word "vendor" included individuals selling their own cars, and therefore they too must conform with the provisions of the act. This further showed that this act was not covering the points which it was proposed it should do. Mr. Alexander said that the government could not interpret the word "vendor" and in conclusion stated that the act should apply as does the Farm Implement Act.

The secretary advised the meeting that the act in its present form was entirely inoperative, as the dealers' contract was limited to a period of time, and could be terminated at any time by the manufacturer, thus making it impossible for the dealer to conform with the clause of the act regarding the keeping of repairs for a period of five years after making any one sale. Mr. Alexander stated to the meeting that the government agreed that the provisions of the act could not apply to dealers going out of business, or having their contracts cancelled.

One dealer thought it would be best to have the association get out contracts nullifying the provisions of the act, and forwarding a supply of the same to the members of the trade section. What he wished to have made clear in the contract was that the regulations of the act were waived and inserting the clause to the effect that none of the regulations should apply where the dealer went out of business. Mr. Pickett here stated that there was no doubt that the act aimed to protect the buyer. Mr. McQuarrie told the meeting there was no doubt the

Resolutions Passed by Organized Implement and Automobile Dealers

Resolutions passed by the Implement and Automobile Trade Sections, and endorsed by the General Meeting of the Seventh Annual Convention of the Saskatchewan Retail Merchants' Association held in Moose Jaw, Sask., June 8, 9 and 10

Organization Throughout the West

WHEREAS, the Retail Implement Dealers' Section of the R. M. A., in the Province of Saskatchewan, are striving to reach a proper understanding with the Implement Manufacturers and Jobbers as to the conditions of contracts and the margins to be provided and,

WHEREAS, the proper hearing from the said Manufacturers and Jobbers can only be secured by the support of a well organized trade throughout the country.

BE IT RESOLVED, that we impress upon the Western Board the necessity of immediate, thorough and persistent action, with a view to effecting an early organization of the Retail Implement Trade through the medium of this Association in all the three Prairie Provinces. And we also ask the Board that they supplement this action by requesting the co-operation of the Eastern Provinces in a similar organization of the Implement Trade in their area.

The Automobile Repairs Act

WHEREAS, in the opinion of this meeting, the Saskatchewan Automobile Repairs Act, in its present form, is unworkable and not in the best interests of the vendors or purchasers of automobiles and repairs.

WE, THEREFORE, recommend that the Retail Merchants' Association take the necessary steps to have this Act amended at the next session of the Saskatchewan Legislature.

Statutory Contracts Considered Necessary

WHEREAS, the present contracts governing the retail sale of farm implements in the Province of Saskatchewan, are by Provincial enactment, uniform as to conditions and warranties; and,

WHEREAS, the supplying of implements to the Retail Dealer is governed by contracts, which have long been in use, and which have not been revised to meet the conditions brought about by the "Farm Implement Act" of 1915, and its amendments.

NOW, THEREFORE, BE IT RESOLVED, that we, the organized Retail Implement Dealers of the Province of Saskatchewan, in Convention assembled, this eighth day of June, 1920, respectfully submit that, in our opinion, the contracts between ALL Manufacturers or Jobbers, and the Retail Dealers, for the supplying of Farm Implements and parts therefor, should, by law, be made uniform as to conditions and warranties, so as to afford to the Retail Dealer the protection now accorded to the farmers, under the "Farm Implement Act" of 1915, and its amendments; and that this statutory form of both consignment and wholesale contracts, now prayed for, should not include any special clauses which will grant particular or unusual immunity for either party against the usual obligations arising out of a contract under "common law."

Margins Allowed Too Small

WHEREAS, the Saskatchewan Implement Act of 1915 requires the filing with the Minister of Agriculture by the several companies operating within the Province of the retail prices of all implements and extra parts therefor, and

WHEREAS, the Retail Dealers of the Province have not at any time been consulted as to the constantly increasing cost of doing business, and

WHEREAS, the margins to the retailer thus fixed and enforced by the said legislation are, on the whole, no higher, and in some cases lower even than pre-war margins, and

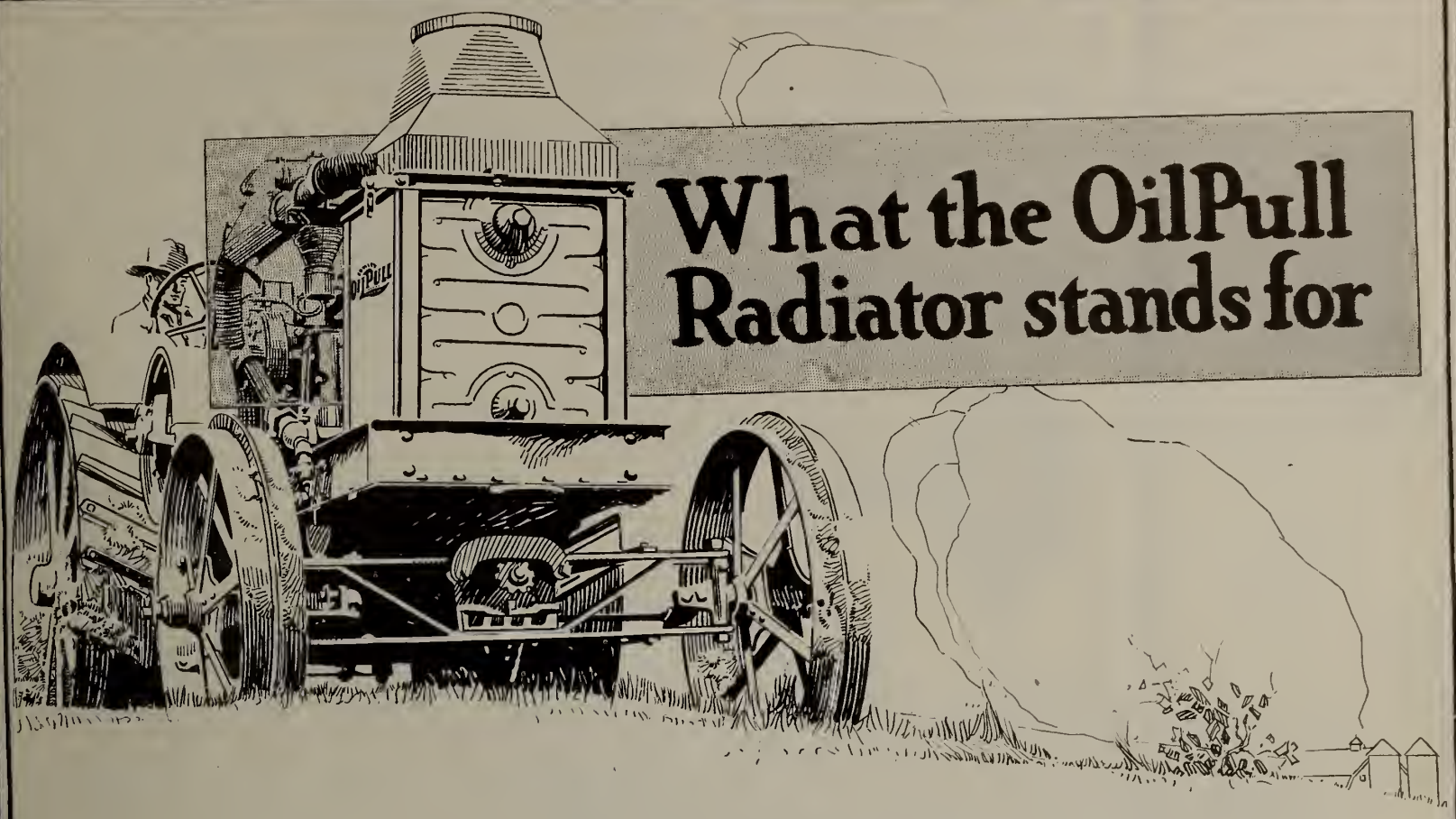
WHEREAS, in the words of the 1919 report of the trading operations of the Saskatchewan Grain Growers' Association:—"Experience with advancing and constantly increasing costs to do business has been that the ratio of gross earnings to a total turnover has actually decreased while the ratio of the expenses of the department to sales has greatly increased. A given profit on say, one pound of binder twine selling at 12½ cents may show a net gain of one cent, while the same profit per pound when the twine sells at 25 cents might not cover the cost of doing business," and

WHEREAS, in short, the average cost of operating a retail implement business is at least 18 per cent of the total sales, while the gross margin per piece of goods sold remains at practically the same actual money amount, because of the great increase of the sales price, steadily decreasing in percentage during the last six years until, at present, the margin represents only from 8 to 13 per cent on the sales price, and

WHEREAS, the above state of affairs can only mean that the Retail Implement Trade is being operated at a loss, and

WHEREAS, the operation at a loss makes it impossible for the Retail Trade to carry the necessary stock of goods and repairs and to give the service required by the user and demanded by the country at large, and highly desirable to the manufacturer.

BE IT, THEREFORE, RESOLVED, that the organized Retail Implement Dealers of the Province of Saskatchewan, in Convention assembled, this ninth day of June, 1920, strongly impress upon the Manufacturers and Jobbers the necessity for due consideration of the present alarming conditions surrounding the Retail Trade, before arranging contracts and setting margins for the handling of their products; that it is our belief that a greater margin may be enjoyed by the Retail Trade through improving the economy of the method of distribution, through the proper recognition of the attempts of the retailers to buy goods in quantity from the factory at the cost of production plus the cost of factory distribution and a reasonable profit; thus obviating any further increases in the cost of implements to the consumer. That we believe that a fair co-operation with our desires in this respect will lead to a permanence of business relations between the retailer and consumer, and between the manufacturer and retailer, as will greatly reduce the losses and wastage which now exist in the trade, and will provide a common ground wherein the rights of the producer, purveyor and consumer, may each be fully secured and equity be done to all.



What the OilPull Radiator stands for

WHETHER working to full capacity under the hottest summer sun—or running idle with the temperature as low as 40° below zero, the OilPull cooling system keeps the motor temperature within absolutely safe limits and at the correct point for perfect kerosene burning.

For the OilPull is cooled with *oil,* not water—another point of OilPull quality—another exclusive OilPull feature that eliminates all possibility of cooling troubles.

Compare oil-cooling with the ordinary method of water-cooling—

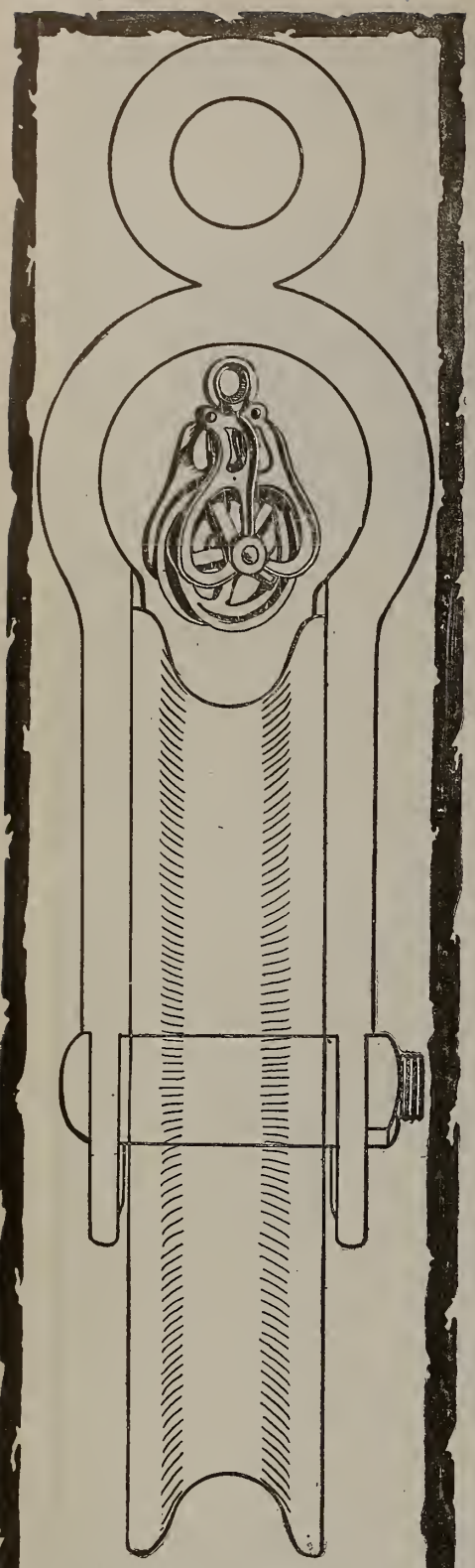
Oil-Cooling	Water-Cooling
No boiling—no evaporating in hottest weather—goes indefinitely without refilling.	Water evaporates quickly—requires frequent replacement.
No freezing in coldest weather—no need of ever draining radiator.	Water freezes and must be drained daily in cold weather to prevent broken parts.
No deposit of scale or sediment—circulating system always open.	Water boils easily, produces sediment and clogs the circulating system.
Oil is a metal preservative—does not rust the system parts—the OilPull radiator lasts as long as the tractor.	Water rusts the circulating system parts—the metal quickly deteriorates.
The OilPull oil-cooling system automatically keeps the motor at the right temperature at all loads—warm for low loads—increasingly cooler from half load to full load. *The harder the OilPull works, the cooler it runs.*	Water cooled tractors get hotter as the load increases.
The OilPull oil-cooling system eliminates a cooling fan—no lost power—no belt troubles.	Cooling fans usually consume 1½ to 2 H. P. and are a source of constant annoyance and trouble.

Besides oil-cooling, the OilPull has many other *proved* selling advantages. And it is this combination of outstanding features that has made the OilPull so attractive to tractor buyers and so satisfactory to OilPull owners. Although the 1920 output is largely taken, we are always seeking able dealers to represent us in open territory. Let us tell you what it means to be an Advance-Rumely dealer.

ADVANCE-RUMELY THRESHER CO., *Inc.*
La Porte, Indiana

Calgary, Alta. / Regina, Sask. Saskatoon, Sask. Winnipeg, Man. Toronto, Ont.

ADVANCE-RUMELY



BT Pulleys Are Best

BT Pulleys are the strongest and most reliable made. The frame is made of malleable iron and will not break. It extends below the centre axis, so the rope cannot get in at the side of the pulley.

No weight falls on the bolt. The weight falls on a large axle, which cannot turn and does not wear nor cut the sheave. BT Pulleys are made with iron or wood sheaves in all the regular sizes.

Beatty Bros., Ltd.

St. John, N.B. Fergus, Ont. Winnipeg, Man.
Montreal, Que. London, Ont. Edmonton, Alta.
Vancouver, B.C. London, Eng.

Hay BT TIME SAVER Cars

government were expecting to hear from the dealers of the province in regards to amendments as suggested, and he moved, seconded by W. H. Hamilton, that a resolution committee be appointed, consisting of Messrs. Alexander, Conlin, Funk and Hamilton.

It was moved by Hamilton, seconded by Conlin: "That the secretary be instructed to draft a uniform contract to relieve the dealers of the obligation conferred upon them by the Auto Repairs Act for the supplying of repair parts, and also relieving the dealers of any responsibility whatsoever on their going out of business."

Moved by McQuarrie, seconded by W. H. Hamilton: "That Wilband (Regina), Alexander (Moose Jaw), Ward (Saskatoon), Funk (Herbert), and Greenaway be a standing committee to deal with any matters pertaining to the automobile trade section during the year."

The Resolution Committee brought in the resolution which is embodied in the general resolutions of the implement trade section, as shown elsewhere in this issue.

Implement Dealers Protest Sales Tax

During the discussion of new business on June 10th the point was raised by the implement dealers that the absorption of the 1 per cent sales tax inflicted considerable hardship on the retail implement dealers of the province, inasmuch as it consumed 10 per cent of their gross earnings. It was further stated that under the present legislation the dealers were not allowed to make this additional charge to the purchasers, inasmuch as the Farm Implement Act required the selling of goods at not more than the price filed with the government. These points were substantiated by W. J. Keller (Shaunavon), G. W. Matheson (Craik), and the Secretary of the Implement and Auto Trade Section.

A very lively discussion ensued between the above members and the Dominion President of the Association, J. A. Banfield, who was subsequently brought around to see the viewpoint of the retail implement dealers. He suggested that the secretary wire the Dominion Secretary, Mr. Trowern at Ottawa, and this was concurred in by the implement dealers present. The following telegram was sent:—

"A great injustice is done implement retailers by having to absorb percentage tax. Government here demand filing selling price, and won't allow increase to cover tax. Manufacturers must absorb tax or a gross injustice is done the retail implement dealer."

Address on Organization

An address on the value of the association to the retail implement trade was given by H. T. Pizzey, secretary of the Implement and Automobile Trade section. The speaker claimed that as in international affairs, so in modern retail business, the strong must help the weak. Under present conditions it requires the support of every individual dealer to obtain amelioration of conditions.

No mail order or co-operative concern could give the service that the implement dealers give—service that the farmer demands. "If you are threatened by unfair legislation," said Mr. Pizzey, the association stands ready to defend you and see that your rights are not taken away. Your trade sections have the support of all other trade sections and of every member of the association.

"As an individual dealer you are only a unit, but by becoming united and associated with your fellow merchants, you become part of a strong factor, and a representative in a large and influential organization. The cost per annum is small that you are required to pay, and it is as necessary as a fire insurance policy with the advantage that you pay a much smaller premium.

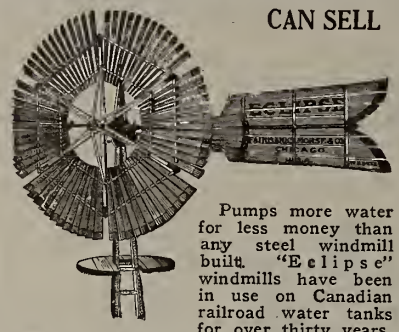
"It is expected at the head office that we will devise for the retail implement trade some system of accounting which will establish, once and for all, the exact cost of doing business.

"This will be done by breaking the implements handled into three distinct departments, viz.: Large implements, small implements and extras. When this system is gotten out it is the intention to have from ten to a dozen implement dealers at various points in the province, keep their records according to this system and under the jurisdiction of the secretary. Two pages of the official organ are now devoted monthly to the trade sections and articles are requested on any matter appertaining to them. The trade section is receiving all the support that the provincial office can give.

"The only way in which Canadian dealers can hope to accomplish anything with the manufacturers is to become organized. When this happens the companies will quickly talk business. I reiterate," said the speaker, "that we must have the co-operation of every dealer in the province, and his moral and financial support. Let every man do what he can in his district to line up other implement dealers who do not yet belong to the association. Every word spoken will help, and in the end we will have the retail implement trade a solid, united body, knowing what they want, and with the power to enforce, their just and legitimate demands."

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pumps more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

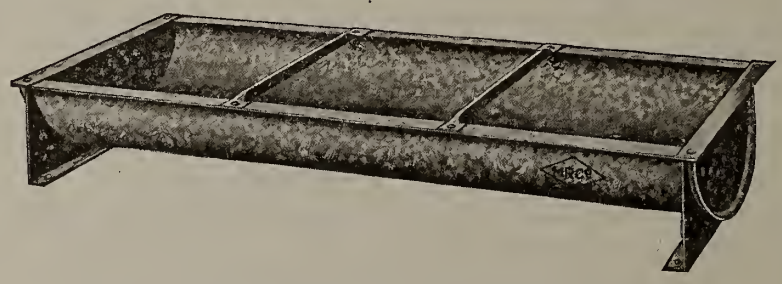
Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited

Saskatoon WINNIPEG Calgary

"EASTLAKE" HOG TROUGHS

ASSURE PROPER FEEDING, HIGHER QUALITY AND BETTER PRICES FOR YOUR CUSTOMERS



EVERY HOG OWNER IS A LIVE PROSPECT FOR THIS STRONG, DURABLE, SANITARY TROUGH

These troughs have demonstrated their value by service on Western Canadian farms. Strongly built and reinforced. Not a makeshift, but a substantial trough of heavy material, built to last. The round bottom design means clean feeding and proper mixing of rationed feeds. Easily cleaned. They rapidly pay for themselves by the better growth and quality of the stock. Present pork prices make this trough the quickest moving line you can handle.

The "EASTLAKE" LINE comprises:

"Eastlake" Galvanized Shingles, Corrugated Iron, Brick and Rock-faced Siding, Eave-Trough and Conductor Pipe. Stock Tanks, House Tanks, Cisterns, Gasoline and Oil Tanks, Wagon Tanks, Feed Cookers, Tank Heaters, etc.

"EASTLAKE" Portable Corrugated Steel Granaries

Easily erected. Filled from any side. Two unloading chutes. Interchangeable and removable side and roof sections. Two steel doors. Ask for literature and prices on this line.

Catalogs and Agency Offer Sent on Request

The Metallic Roofing Co. of Canada, Limited

797 Notre Dame Avenue Manufacturers Winnipeg

Non-Vibration in the Tractor

Two tests were recently made by the manufacturers, so as to show how smoothly and steadily the Wallis tractor motor runs, as well as to add proof to their claim that this tractor has the most rigid and substantial frame.

A glass of water was set on the radiator for an hour and did not once spill over.

A ten-penny nail was set on its head on the radiator and stood for an hour—a silent but powerful witness to the absence of vibration in the Wallis—endorsing the slogan of the makers, that it is "America's foremost tractor."

International Harvester Company Purchases Plant of American Seeding Machine Co.

The International Harvester Company announces its purchase of the American Seeding Machine Company's plant in Richmond, Ind., together with all the finished products, parts and raw materials on hand. The change of ownership became effective with the close of business on June 30, 1920. Since 1912 the Harvester Company has been marketing the entire output of the Richmond plant under a jobbing contract, so the purchase will not in any way affect the distribution of the goods.

In a statement officially making public the facts of the transaction, President Harold F. McCormick of the Harvester Company says:

"Our eight years' experience in disposing of the machines made by the American Seeding Machine Company has amply proved to us the excellence of these products and their popularity among farmers and dealers. We have materially promoted their use in other countries where they are as highly thought of as in the domestic trade.

"No change of personnel is contemplated at the Richmond plant. Beginning with July 1st, all employees of the American Seeding Machine Company at the Richmond factory will be Harvester Company employees. Mr. Willard H. Carr, vice-president and Mr. Burton Carr, both sons of President James A. Carr, will come over to the Harvester Company and continue their activities relating to the manufacture of drills and seeders."

The Richmond plant covers nearly twelve acres of ground and at present has a working force of about 800. It makes the twenty-third Harvester manufacturing operation in the United States and Canada and the thirtieth in the world. Machines produced at the Richmond plant have been and will be distributed through the company's 93 branch houses in the United States, as well as through the Harvester branches and selling agencies in Canada and abroad.

Pioneer Seeding Machinery

By the present purchase the Harvester Company acquires one of the oldest and fullest lines of drills and seeding machines in existence, dating back 71 years. The nucleus of the Richmond plant was the Hoosier Drill Company started by Joseph Ingels in 1857 and organized as a stock company in 1867. It was reorganized in 1873 with John M. Westcott as the dominant figure and moved to Richmond in 1878.

When the American Seeding Machine Company was organized in 1903 it included, with other concerns, the Hoosier Company, the Empire Drill Company and the Kentucky Drill Company. The Empire Company was founded in 1849 at Palmyra, New York, and in 1855 moved to Shortsville, New York, the name "Empire" being then adopted. The Kentucky Drill Company began at Louisville, Kentucky, in 1855 as Brennan's Southwestern Agricultural Works. In 1908 both these latter concerns removed their manufacturing to Richmond, becoming part of the American Seeding Machine Company's home plant.

Hoosier drills have been firmly established in the domestic trade for 63 years, and have been sold in large numbers in Russia, Spain, Great Britain, Canada, Australia, the Argentine, Chile and Mexico. Empire machines have been built chiefly for the trade of the Eastern and Central United States, but have also been distributed in quantity through the West and in England, Scotland and Australia. Kentucky drills have been sold in the United States and in foreign countries

How do you contract for a Separator?

The most successful separator dealers are not blinded by the lure of low prices and "big" commissions. They have learned either from observation or by experience, that it is easier to sell the De Laval, and that more of them can be sold.

There are several reasons for this: First, the De Laval is the best skimmer, is easiest to wash and lasts longest. Second, its manufacturers always render prompt and intelligent service. Third, the De Laval is the best known cream separator in the world—there are more of them in use than all other makes combined. Fourth, it is constantly advertised in farm papers and by direct-to-the-farm folders and letters.

There is no better time than right now to send in an application for a De Laval contract

THE DE LAVAL COMPANY, LIMITED

Montreal Peterboro Winnipeg Edmonton Vancouver

50,000 Branches and Local Agencies the World Over

Implement Man Elected to Retail Merchants' Executive

At the annual meeting of the Saskatchewan branch of the Retail Merchants Association of Canada, George W. Matheson, the well-known implement dealer at Craik, Sask., was elected second vice-president of the association. In this position his function will be to pay particular attention to the implement and automobile trade sections of the retail organization in that province.

Mr. Matheson has had a good share of the adventurous in his life. Born in Eastern Canada, he went to sea and advanced to the position of captain. During his life at sea he visited most of the large trade ports, particularly in the Orient. We next find him in Alaska during the gold rush of '98, where he navigated a river steamer on the Yukon. After his experience on Alaska water trails, he sailed on the Great Lakes for a time following which, like many sailors, he hankered for green fields and growing crops, and entered that most unlikely of callings for a master mariner—the retail implement trade.

GEORGE W. MATHESON
Implement Dealer, Craik, Sask.

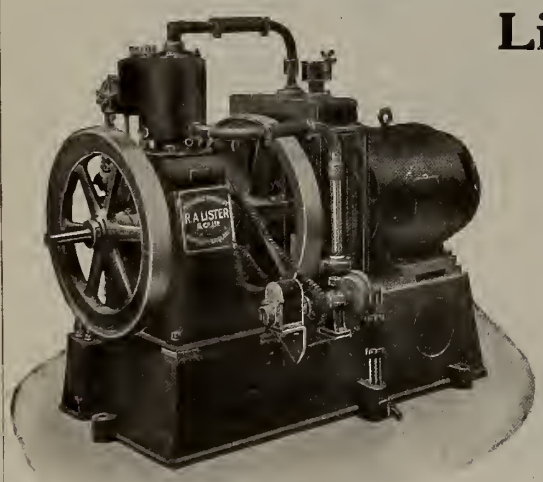
In 1909 Mr. Matheson commenced with the Massey-Harris Company in Saskatchewan territory, soon breaking into the retail trade with Tom Hill, at Milestone. In the fall of 1910 he took over the Massey-Harris agency at Pense, where he carried on business for a year. In the fall of 1911 he located at Craik, a busy town lying north of Regina, in which location, through marked business ability, he has built up a remarkably successful retail implement business. In conducting his store, "service" sums up the secret of Mr. Matheson's success, and that his policy is a good one is evident by his popularity in his town and territory. Everybody knows and likes "George."

Mr. Matheson has always been a strong advocate for organization in the retail implement trade. He was a charter member of the old Saskatchewan Retail Implement Dealers' Association. Realizing that the ultimate success of organization in the trade lay in combining with other branches of retail business, he was one of the prime movers in the campaign to affiliate the implement dealers' organization with the Retail Merchants' Association in Saskatchewan. The steady increase in membership of this trade section of the retailers organization and its good work on behalf of implement dealers proves the wisdom of the affiliation. In his new office Mr. Matheson should be the right man in the right place. Knowing the problems of the implement dealer he will be in a position to effect improved conditions, where necessary, in conjunction with the other members of the executive of the organization.

KINGSTON
CARBURETORS

RECOGNIZED STANDARD
FOR TRACTOR USE

ASK ANYBODY

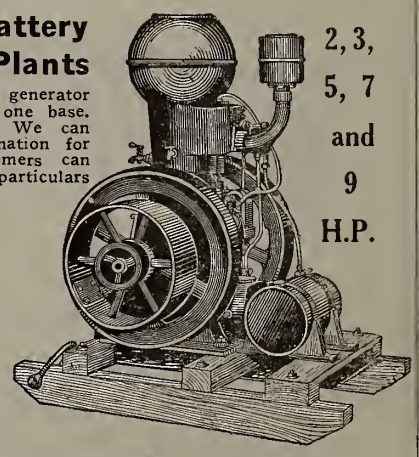


Lister-Bruston Automatic Electric Lighting Plants

Adapted to farm or town use. A big sales opportunity for dealers. Made in 14 sizes. Capacities from 40 to 1500 lights. A size to sell for every demand—farms, town homes, churches, schools, halls, municipal use, etc. Driven by the famous single, twin and four cyl. Lister slow-speed engines. Direct connected to protected dynamo. Electric throttling governor. Simple; easy to operate. Send for descriptive literature on this line.

Lister Storage Battery Electric Lighting Plants

Simple in design. Battery, generator and switchboard assembled on one base. No complicated mechanism. We can supply a lighting plant combination for any requirement. Your customers can use their own engine. Send us particulars of what they need.



2, 3, 5, 7 and 9 H.P.

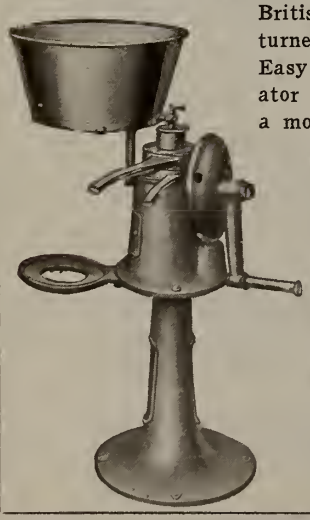
LISTER Engines Mean Dependable Power

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition—no batteries. Automatic lubrication. Economical to run. Shipped complete with skids, ready to run. Handle Lister and you get the business.

For Profits — LISTER-PREMIER Cream Separators

Seven Sizes: Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour.

British quality construction. Finest mechanical finish. Simple in design. Short crank, easily turned. Aluminum discs cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run—easy to clean. Milk passes through an aluminum strainer. A high grade separator with skimming efficiency second to none. Get full particulars. The Lister "Premier" is a money maker for both farmer and dealer.



VISIT THE LISTER EXHIBIT AT THE FAIRS

Look over our big display at the Saskatoon, Brandon and Regina Fairs. See the machines in operation. Make our tent your headquarters. We'll be glad to meet you.

THE LISTER LINE INCLUDES: "Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders, Crushers, Electric Light Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

R. A. LISTER & CO. (Canada) LIMITED

WINNIPEG, MAN. TORONTO, ONT.

Tractor Plowing Competition at Portage Plowing Match

At the annual Manitoba Provincial Plowing Match, held at Portage la Prairie recently, the following tractors and plow outfits lead in the various classes. The machines were operated by their farmer owners, all tractors using kerosene.

Class 5—Bert Craig, driving a Fordson, 11-22 h.p. with a 2-furrow Hamilton plow. Score, 81 points.

Class 6—L. Wishart, driving a Heider 10-18 h.p. tractor, with a 2-furrow Rock Island plow. Score, 84 points.

Class 7—W. J. McCuaig, handling a Wallis 15-25 h.p. tractor, with a 3-bottom J. I. Case plow. Score 88 points.

Class 8—J. W. Brydon, operting a Waterloo Boy, 12-25 h.p. pulling a 3-furrow John Deere plow. Score 81½ points.

Class 9—R. A. McDonald, operating an Imperial 15-30 h.p. tractor, pulling a 4-furrow Cockshutt plow.

The plowing match had a very large attendance and great interest was shown by the farmers in both the horse and tractor plowing events.

Saskatchewan Retail Merchants Met at Moose Jaw

The seventh annual convention of the Saskatchewan branch Retail Merchants' Association of Canada, was held in the Baptist Church, Moose Jaw, on June 8, 9 and 10. Considerably over 300 retail dealers in all classes of business attended the convention and the attendance would have been greater but for the fact that late seeding prevented many members attending.

Officers for 1920-21

On June 10 the election of provincial officers took place, the following gentlemen being elected for the ensuing year:

Hon. President, H. D. McPherson, Regina; President, S. D. McMicken, Moose Jaw; First Vice-Pres., W. P. Ball, Assiniboia; Second Vice-Pres., George Matheson, Craik; Treasurer, S. E. Fawcett, Saskatoon; Hon. Secy., Garfield Wray, Regina; Provincial Secretary, F. E. Raymond, Saskatoon.

It is of special interest to the implement dealers that Mr. Matheson, Craik, has been appointed to the executive, as this will mean that a man thoroughly posted on the retail implement trade—for he is an implement dealer—will be on the board to assist the association take care of all matters affecting the retail implement business, and to look to the welfare of the trade.

In his address of welcome to the delegates, Mayor Hamilton, of Moose Jaw, went after the Board of Commerce in no uncertain way. He considered that the board had hampered, and not aided, retail business. His worship strongly expressed the need for concerted action on the part of the merchants if they were to secure better operating conditions.

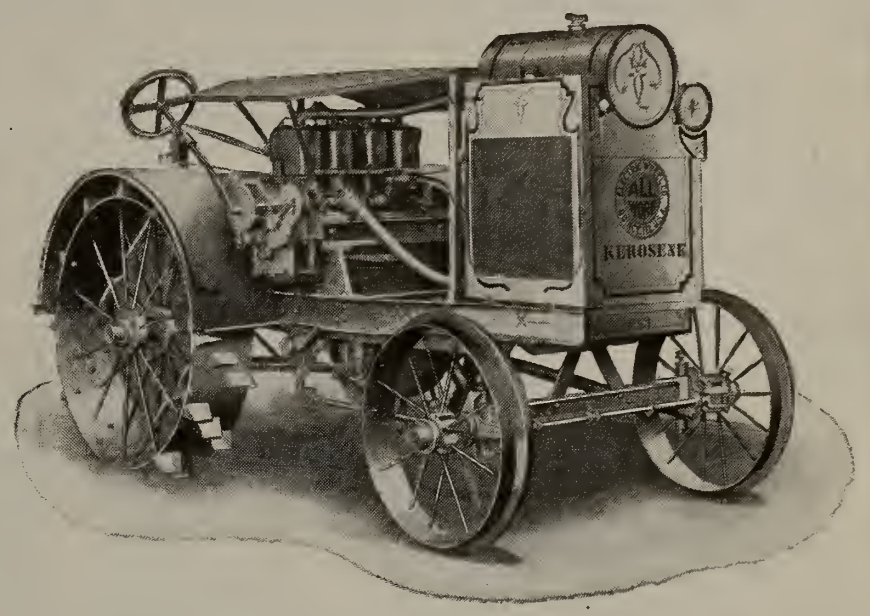
President McMicken also took issue with the board. He criticized the policy of the Government appointing two lawyers and a labor man on a body which had to deal with the problems of retail merchandising. The president spoke on the progress which had been made by the association during the past year. New departments had been opened under the supervision of experts. These included such departments as

WHITE "ALLWORK" KEROSENE TRACTORS

Have Power to Spare—for Every Job

The Allwork is a tractor you can sell against any competition. Its powerful 4-cylinder, 5 x 6 motor, especially designed for kerosene, is the type of motor furnished to pull four plows. The Allwork pulls four plows through any kind of average soil and three plows in ANY soil. It is designed to give—and gives—immense surplus power.

Every feature is up to the highest standard of tractor engineering. The cooling system is 25 per cent larger than is found in the average tractor of like rating. Overheating is positively prevented. Customers have plowed 9 to 10 acres a day on 20 gallons of kerosene. Live dealers will find the agency for the Allwork a real asset.



VISIT US DURING BRANDON FAIR

See our large exhibit on the grounds. Investigate our line. See the machines operate. We'll be glad to have you make our office your headquarters and to show you every unit in the First Quality Line.

WHITE "Challenge" Threshers Mean Speedy, Clean, Efficient Work

24 x 40 28 x 46 32 x 54 36 x 60 40 x 66

There is a size "Challenge" Thresher to meet any demand you will have. Steadily increasing sales prove that Challenge popularity was never greater. The whole machine, from feeder to stacker hood, is built from experience to do fast, thorough work under all conditions. It means maximum crop value for the farmer—added prestige to the man who sells it.

We Manufacture and Sell

Rear and Side Mount Steam Traction Engines, Challenge Threshing Machines, Gas and Oil Tractors, Wind Stackers, Self-Feeders, Registers, Belting and a full line of Threshers' Supplies.

The First Quality Line is a Real Opportunity for Dealers. Write Now.

The George White & Sons Co., Ltd.

BRANDON, MAN. MOOSE JAW, SASK. SASKATOON, SASK.

qualified accountants to assist merchants install proper bookkeeping systems, as are now necessary under the new Bankruptcy Act. Legal enquiries were promptly taken care of by a special department; the traffic department audited freight bills and claims and replied to all questions regarding transportation matters. Assistance was also given merchants in the collection of accounts through the collection department, and lost debtors were traced. The Retail Merchants' Mutual Fire Insurance Company showed members how they could reduce their insurance premiums by 25 per cent. Educational work, said he, was a strong feature in the association, through the short courses in retail merchandising carried on at the University of Saskatchewan. A recent addition was the advertising department, which provided advertising copy for merchants for the local papers. also circulars, pamphlets and other retail sales literature required by the merchant.

District branches are now being formed throughout the province to help the merchants co-operate in building local business. More sections took care of particular departments of trade, among which are embodied the implement and automobile section.

The speaker told how a meeting had been held between the executive and the executive of the United Grain Growers, which did much to clear away the ill-feeling that too often exists between merchant and farmer. He also spoke on the various matters taken up by the executive, with the Provincial Government, particularly referring to the Farm Implement Act and the Automobile Repair Act.

Secretaries for various districts spoke on the work done in these sections, pointing out how necessary unity and co-operation were on the part of the trade. It was evident from their report that merchants were more and more realizing the value of associative effort.

Secretary's Report

In his annual report, F. E. Raymond, Saskatoon, Provincial Secretary, drew attention to the various new departments instituted by the organization during the past year. He emphasized the advertising service now available for merchants, and asked that members make use of this department so that by live advertising copy they could meet direct selling literature and competition.

The secretary outlined the strenuous period that had been passed through during the past year, due largely to both Federal and Provincial legislation which had a most important effect upon retail trade. He referred in particular to the regulation of profits on various lines and to the Luxury and Sales Taxes imposed by the recent budget.

It is evident that the membership of the association steadily grows, as Mr. Raymond's report showed an increase in membership of 205 up to the end of last year, when the total roll call of the association was 1,944. Since the beginning of 1920 this total has been considerably augmented. He felt that eventually they would have the merchants of the province 100 per cent strong as, more and more, merchants realize the need for united effort. He felt that the association deserved well of the retail trade in the province and that every dealer should line up with the men who were directly advancing the interests of the merchant by concerted action.

J. A. Banfield, Winnipeg, Dominion President, made a lengthy address on the subject of the budget. He was strong on the fact that the new taxes should be collected at their source, and claimed that the manufacturers got off free, while in addition to his other worries the merchant had to act as tax collector for the government. It was his contention that an army of inspectors would be required to collect the tax as imposed.

As a whole, it was evident that the association was strongly in favor, and endorsed, the demand of the Dominion Executive that the new Taxes should be levied at their source—from the manufacturer and not the retail merchant.

Address on Commercial Law

On Tuesday evening a splendid address on commercial law was given by N. R. Craig, K.C., a barrister in Moose Jaw. In a clear and convincing manner Mr. Craig told of the pitfalls that lie in wait for the merchant in reference to the law of contracts. A legal and binding contract had five essentials, said the speaker. Two principals were necessary. Offer and acceptance meant that the offer became a contract when it is accepted by letter, and is then irrevocable even should the party offering withdraw before receiving the acceptance.

Mr. Craig then explained the law as regards the capacity of the parties entering into a contract. He showed the status of an adult and a minor in a contract, and how the court would decide in event of illegal contracts. Legality of object was essential in a contract. but in every case the contract must mention some specific con-

PUMPS
AND
Clothes Reels

Made in the best equipped factory in Canada.
We make and handle pumps for all kinds of work.
We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

BRANTFORD CORDAGE COMPANY, LTD.
BRANTFORD, ONT.

OURS is an independent all-Canadian concern. We have absolutely no connection whatever with any international trust or combine. Our twines are the highest quality, try them and be convinced.

BRANDS
Gilt Edge, 650 ft.
Gold Leaf, 600 ft.
Silver Leaf, 550 ft.
Maple Leaf, 500 ft.

We submit them to a special preserving treatment to make them insect-proof.

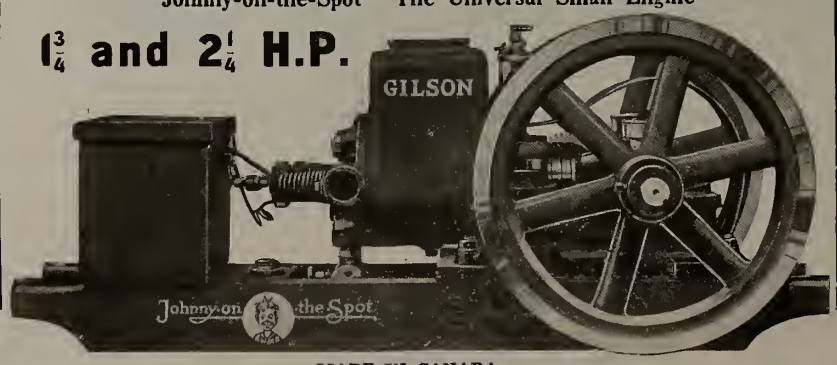
BRANTFORD BINDER TWINE

HELLO, MR. IMPLEMENT MAN!

"Johnny-on-the-Spot"
is the lowest priced "Quality" small engine in Canada.
—has the largest sale of any engine of the same size in Canada.
—will bring you "repeat" orders and boost your engine sales on all sizes.
—will make you the most money and the leading "Power Merchant" in your territory.
GET OUR PROPOSITION TO-DAY

FILL IN AND RETURN TO-DAY!
Send me your proposition
Name.....
Address.....

"Johnny-on-the-Spot" The Universal Small Engine
1¾ and 2¼ H.P.



MADE IN CANADA
GILSON MFG. CO., LIMITED

BIG COMMISSIONS!
This is your opportunity to make big money—don't fail to grasp it! Our wonderful money-making proposition is ready for you. Get a piece of paper and pencil and write us! AND DO IT NOW!
GET OUR PROPOSITION TO-DAY

Factory and Office:
GUELPH - ONTARIO
Branch and Warehouse:
19,000 ELGIN AVENUE, WINNIPEG

TWINE OF QUALITY FOR CANADIAN FARMERS

THE matter of supplying the farmer with good binder twine is not merely a twine-selling proposition on the part of the Harvester Company. It is much more than that. It is an obligation.

When the original founders of the Harvester Company gave to the world the first practical twine binders over forty years ago, they automatically assumed the responsibility of insuring satisfactory operation from these machines. They successfully met that obligation with good twine.

To-day this inherited responsibility is greater than ever. Proper operation of thousands of good binders is threatened by the many brands of cheap inferior twine. It is part of the Harvester Company's obligation to protect the owners of these machines against the hazards of such twine. This protection is rendered by supplying the farmers of Canada with twine of quality that insures sure tying and full length. Such twine bears one of these names:

McCORMICK—DEERING—INTERNATIONAL

(Guaranteed for Weight, Strength and Length)

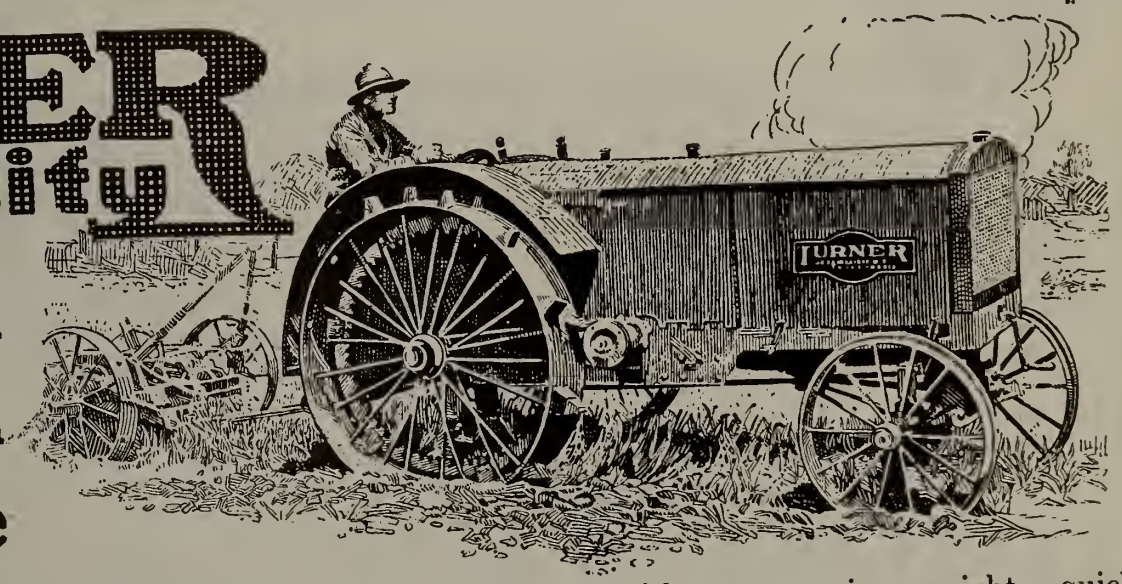
INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N.B.

TURNER Simplicity



Leave a good name behind at every sale

No matter where you sell a Turner Simplicity Tractor, nor for what kind of farm job, you can go back at any time and find it satisfactory. The longer your customer uses it, the more he is going to boost you.

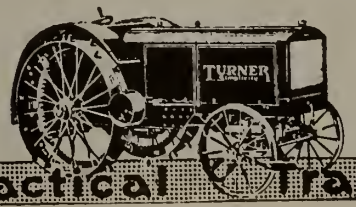
That is why the best distributors, all over this country and Canada, are pinning their faith to it. It is the thing that has made the Turner Tractor break all speed records for sales increase in the past two years.

Surplus power without excessive weight, quick moving, quick turning, adaptability to all kinds of belt jobs, kerosene or gas burning, thorough protection from dust, these and dozens of other qualities are responsible for this smashing sales record

Get all the facts before sales arrangements are made for your locality. Write or wire today

Turner Manufacturing Co., 215 Lake Street, Port Washington, Wisconsin

Distributors:
The Turner Tractor Sales Co.
Winnipeg, Man.



Distributors:
Power Farm Machinery Co.
Edmonton, Alta.

The Practical Tractor

sideration. The remarks of the speaker on points to observe in making contracts were of the greatest value to the members. That all contracts should be in writing, whether required by law or not, was his contention. Contracts involving the sale of land or goods to the value of $40 and over must be in writing to be binding, said the speaker.

Mutual Fire Insurance

The report of the Mutual Fire Insurance Association showed that the gross amount of insurance carried increased from $822,-200 at the end of 1918 to $1,241,-869 at December 31st, 1919. The report of the president showed total assets of $73,342; gross receipts of $43,609, and the volume of insurance written as $1,446,-675.

He contended that too few members of the association were supporting the fire insurance department, and that the membership should have a potential insurance volume of nearer three million dollars than the amount written at present. Only by getting a wider class of risks, said the president, could a sufficient surplus be secured to enable the company to increase the amount allowed by the individual policy.

A. W. Maybee, Moose Jaw, gave an address on the relation of the bank to the country merchant. He warned the merchants to prepare for the downward tend of prices and stated that merchants were carrying far too much stock which had been purchased at high price levels. From 25 to 50 per cent of the total assets of merchants in the Prairie Provinces consisted of stagnant or slow moving goods and uncollectable accounts, said the speaker.

Warns on Overstocking

Mr. Maybee instanced how manufacturers and wholesalers were reducing stocks to the irreducible minimum. This could only mean that the retailer would suffer when values were readjusted. He thought that the drop in prices would be sudden — not a gradual process—so that merchants who were overstocked would suffer.

Speaking of the functions of the local bank, Mr. Maybee showed that the bank simply held the money in trust, and therefore must use the utmost discretion in loaning funds. Security was essential from the bankers' standpoint, but money could not be loaned on fixed assets as that infringed upon the operations of mortgage companies. Banks found that the average country merchant could, in many cases, not submit accurate statements when asking for accommodation. They carried practically uncollectable accounts from year to year, and included in their statements as assets goods which were unsalable. The merchant should pay closer attention to collections, said the speaker, and should allow for depreciation on fixtures. "If the farmer is entitled to a reasonable amount of credit," said Mr. Maybee, "there is no reason why the merchant should carry him. He should borrow from the bank and pay for his goods when he buys the goods."

Oil Companies' Prices

The retail hardware section discussed the practice of the oil companies selling coal oil and gasoline to farmers in one barrel lots and over at the same price as the retailer paid. It was unanimously agreed that the oil companies be asked to make the selling price of oil to consumers 3 cents higher than the price to the trade. A resolution asked that the 1 per cent sales tax on oil barrels be repealed, as these containers were only loaned and not sold to the dealer.

Resolutions Passed

Resolutions were passed by the convention dealing with the provincial legislation affecting peddlers and such agents. License fees, according to this resolution, should cover one line only, additional lines carried by a peddler to be charged from a sliding scale.

Another resolution dealt with early closing by-laws, and others with the Bulk Sales Act, which was considered unworkable. The text of the resolutions passed by the implement trade section appears in full elsewhere in this issue.

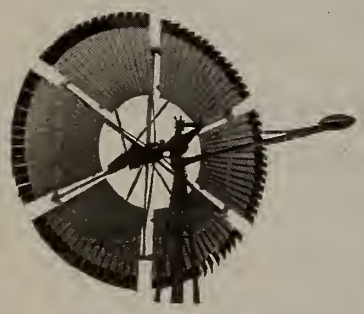
A most successful convention closed with a banquet tendered by the Moose Jaw branch of the Association. The delegates were

THE MANITOBA PEERLESS LINE WILL PUT NEW LIFE INTO YOUR BUSINESS

The Home of the Manitoba Peerless Line

Made in the West for Western :: Dealers ::

Equal in Quality, Price and Efficiency to any Similar Goods you can Sell



MANITOBA PEERLESS WINDMILLS

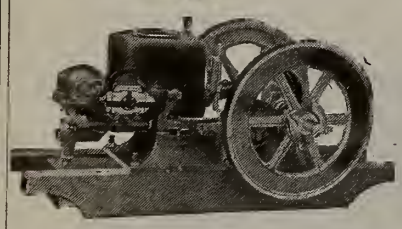
There's a size to suit any farm. Our steel mills are made in sizes: 5 ft., 8 ft., 10 ft. and 12 ft., with 3 or 4-post towers for 8 ft., 10 ft. and 12 ft., and 3-post tower for 5 ft. size. Girted every 5½ ft. Furnished with side ladders. Height of towers: 20, 31, 42 and 53 ft. Our 10 and 12 ft. direct stroke vaneless mills fit the same towers as our steel mills. Complete pumping outfits supplied for any depth well. Ask for special Windmill literature.

STATIONARY AND PORTABLE

MANITOBA PEERLESS ENGINES

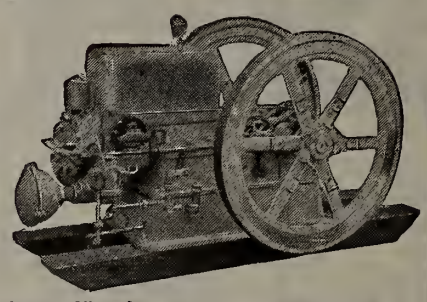
Gasoline or Kerosene

Our stationary, throttle-governed kerosene engines are made in six sizes. All equipped with four speed change device; 6, 8, 10, 12, 14 and 16 H. P. Ignition by Webster Magneto. With plain or friction clutch pulley, as desired. Adaptable for combined or independent driven threshing outfits. Simple, reliable; great surplus power.

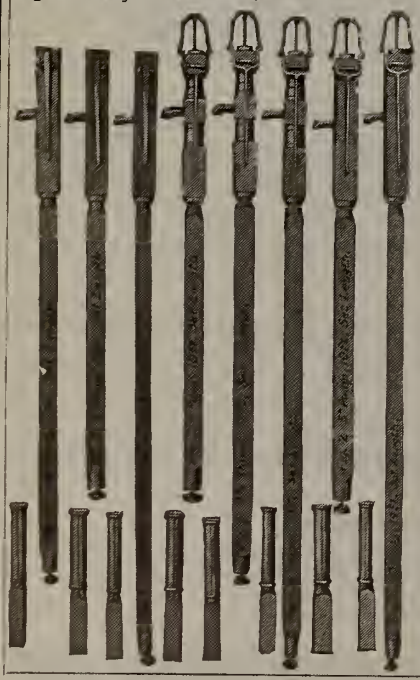


THEY ARE WEBSTER EQUIPPED

Made in 1½, 2½, 4½, 7 and 9 H.P. sizes. Equipped with Webster Magneto, variable speed, etc. MANITOBA PEERLESS Engines sell with less effort and give greater satisfaction when sold than any engine line you can handle.



Stationary; Throttle-Governed; Kerosene Engines



2 and 3 Roller Peerless Crushers

Especially adapted for flaking oats for horse feed. They save their cost in a single year. All hoppers fitted with screens. Reasonable price.

PAY US A VISIT

We'll be glad to see you during Brandon Exhibition. See our complete display in our permanent building on the Grounds. Investigate our complete line.

PUMPS AND PROFITS

Your customers need ample fresh water for their stock. Show them Manitoba Pumps, and you get the business. Let's send you a half-dozen lot or more. WE SHIP AT ONCE.

A Few of the Lines we Manufacture:

Gasoline and Kerosene Portable and Stationary Engines. Windmills, Pumping Outfits, Wood and Iron Pumps, Pump Jacks, Feed Grinders, Roller Crushers, Saw Frames, Etc

Ask for Catalog, Price Lists and Particulars

Manitoba Engines Limited

BRANDON, MAN.

HYATT

ROLLER BEARINGS

In these Plows

Avery Co.
B. F. Avery
Blount
Grand Detour
Vulcan

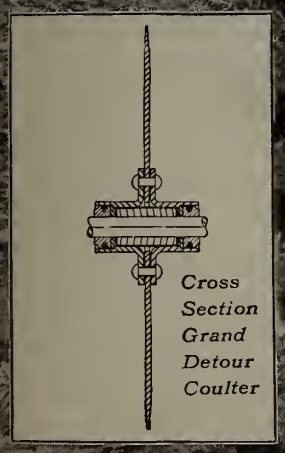
After long field tests, manufacturers of these plows have adopted Hyatt Roller Bearings as standard equipment in coulters.

Experience has shown that plows, as well as other implements, must be built as well as the tractor—must be able to work hour after hour and day after day, giving constantly dependable service.

Hyatt Bearings keep plow coulters running straight and true and need oil but once a season. They add to the life of a plow and are designed, built and installed for *permanent* service, never requiring adjustment.

This is typical of the advantages that Hyatt Bearings provide in other farm machinery, such as tractors, threshers, binders, wind mills, etc.

HYATT ROLLER BEARING COMPANY
Tractor Bearings Division, Chicago
Motor Bearings Division, Detroit Industrial Bearings Div., New York City



Cross Section Grand Detour Coulter

addressed by Premier W. W. Martin, who congratulated the merchants on their efforts for trade betterment through organization and co-operation. The convention was considered by all to have been the most successful event yet held by the Saskatchewan branch of the association.

The arrangements for the various general discussions and trade section meetings, as made by secretary F. C. Raymond, could not have been improved upon. He and his staff were of invaluable assistance in making the annual meeting a marked success.

Use your window space and you will find it effective in drawing new business.

A repair handling system is invaluable—so long as you have the repairs.

Carriage Builders' Convention

The forty-eighth annual meeting of the U.S. Carriage Builders' National Association will be held in Richmond, Virginia, during the week commencing Ocober 18th, 1920. The annual exhibition of parts of carriages, wagons and automobiles; gears, wheels, springs, axles and materials used in their construction will be held in conjunction with the convention.

Sawyer of Hart-Parr Visits Canadian West

A. W. Sawyer, advertising manager for Hart-Parr Company of Charles City, Iowa, recently spent a few days in Winnipeg on his way West to visit their other branches at Regina and Calgary. Mr. Sawyer reports a very busy building program on the part of their organization in Charles City. The production this year will be fully twice as many tractors as in 1919. The total output approximating around 7,000. H. A. Reed, the divisional sales manager, was also recently in the West inspecting the territory. The Hart-Parr Company are well organized now with branches in Winnipeg, Regina and Calgary, taking care of Canadian business while their distributors are getting lined up with the best dealers in each province.

In order to secure the increased production which is available this year some re-arrangements were necessary in the plant at Charles City. New labor-saving machinery was introduced so that production was almost double with the same amount of plant space.

The Hart-Parr Co. a pioneer in the tractor business, is organized over practically the whole United States and Canada. They recently made arrangements for the distribution of their tractors in Great Britain through a large machinery concern in London, England. Distribution has also been secured in Sweden, Denmark, France, Spain, Cuba, Porto Rico, Argentine and the Phillippines. Mr. Sawyer reports a phenomenal demand for Hart-Parr tractors, and is enthusiastic over crop prospects in Western Canada.

Link Manufacturing Company Open Canadian Factory

Manager H. C. Wallace, of the Link Manufacturing Company, Kansas City, Mo., announces that the company have opened an office and plant at Portage la Prairie, where they will produce the Liberty grain blower. A complete description of this machine was given on page 36 of the June issue of this publication. At their Kansas City plant the company also manufacture the Wallace straw spreader.

G. E. Morris is branch manager at Portage la Prairie for the Link Manufacturing Company, and he reports that he will be present at the leading western fairs during July with the Liberty grain blower. The company state that their Canadian trade has started off in nice shape, and the question will be one of being able to take care of the demand. This blower has remarkable popularity in the grain growing areas in the United States. The company state that one customer, who formerly handled their line in the United States, C. Albert Walters of Homewood, has given an initial order for twenty-five blowers to take care of his local demand this season.

Tractor Operates Pole Drill

The tractor has now been adapted to do away with the slow hand process of boring holes for setting telephone and other power wire poles. A crawler-type tractor, able to negotiate any kind of ground, carries the earth-boring machine at one end of its frame. When the power is switched from the tractor to the big auger, the pole hole is quickly made, and the boring tower is then used to hoist the pole into place. The entire operation takes only eight minutes. The same machine will bore holes of any size from 2 to 30 in. and 8 ft. deep. It may be used for planting posts or pipes, if desired, as well as poles.

Get ready for harvest trade.

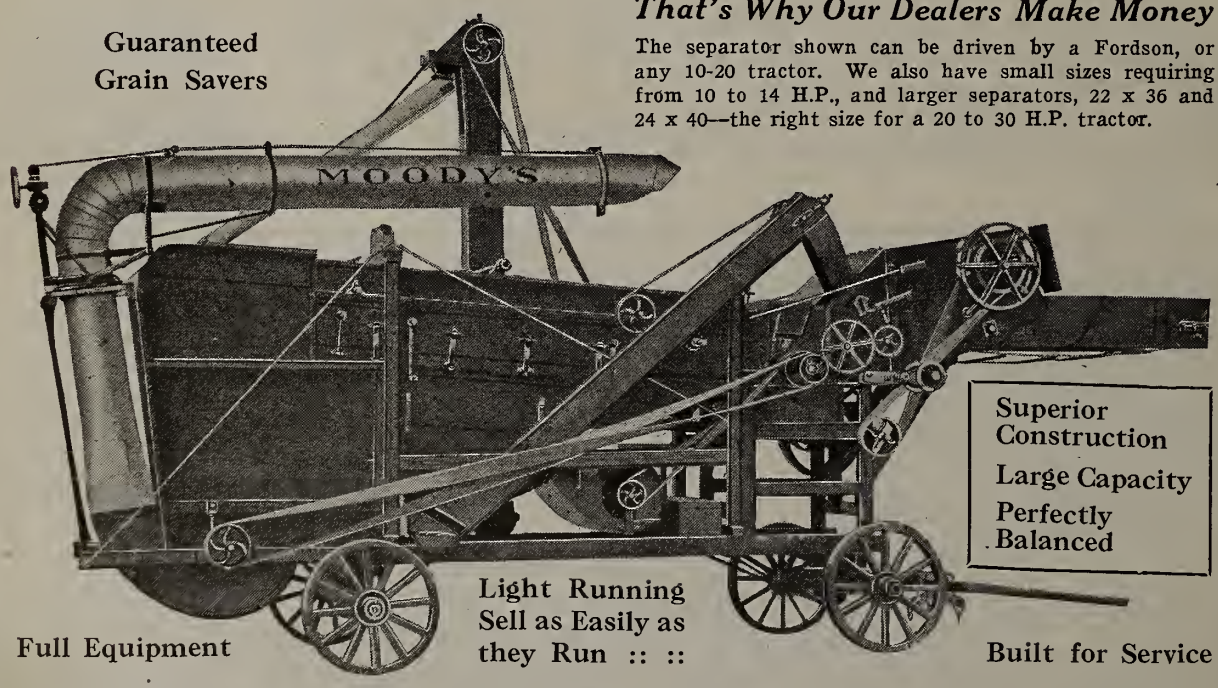
MOODY THRESHERS

Do More Work—Better Work—In Less Time

That's Why Our Dealers Make Money

The separator shown can be driven by a Fordson, or any 10-20 tractor. We also have small sizes requiring from 10 to 14 H.P., and larger separators, 22 x 36 and 24 x 40—the right size for a 20 to 30 H.P. tractor.

Guaranteed Grain Savers



Superior Construction
Large Capacity
Perfectly Balanced

Full Equipment

Light Running Sell as Easily as they Run :: ::

Built for Service

Make Profits and Friends Simultaneously

It's worth while to know that the threshers you sell give entire satisfaction. And it's fine business also. A Moody Thresher makes a farmer tell his neighbor about the quick, nice way he threshed out his crop. Satisfied customers are a big asset. There are tractor owners all around you who will want small threshers. Are you prepared to supply the demand? Think! Don't delay, but write us NOW.

They have in-built strength in every part. Save in capacity, equal to the highest priced separators sold.

Built and braced to stand the pull of the tractor and the load of the heaviest crop. All weed seeds are bagged separately—an exclusive Moody feature. Cylinder, beater, straw deck, shoe, elevator and wind stacker—every part in construction designed for long service. Turn your prospects into sales by showing them Moody quality. And every tractor owner is a prospect. Every Moody Thresher sold is a silent salesman, and adds to your prestige and profits. We guarantee prompt delivery. Don't decide on a thresher until you investigate the Moody.

DEALERS: Write the Nearest Distributor for Full Particulars

See Moody Threshers at Saskatoon, Brandon, Regina and Yorkton Fairs. . . . . .

Francoeur Bros., Camrose and Edmonton
New Home Machinery Co. Ltd., Saskatoon
Boyd & Ruggles - - - - Regina
Mitchell's Hardware Ltd. - Brandon

TWIN CITY

TRACTOR BUSINESS All Year'Round

WITH its great surplus power and its proven fuel economy on every job of the farm, the Twin City 12-20 has established its leadership for year-round dependability.

Because it is a profit maker for the farmer, it is a profit maker for Twin City dealers, who have the advantage of liberal discounts, a National advertising campaign and the backing of a $7,000,000 organization.

We invite correspondence from dealers in territory not yet closed. The full line includes: Twin City 12-20, 16-30, 25-45, 40-65 and 60-90 kerosene tractors; 22-42, 28-48 and 36-60 all-steel threshers, and 2-ton and 3½-ton trucks.

Branches

Lincoln, Neb.
Des Moines, Iowa — Wichita, Kansas
Great Falls, Mont.
Denver, Col. — Fargo, N. D.
Indianapolis, Ind.
Peoria, Ill. — Kansas City, Mo.
Spokane, Wash.
St. Louis, Mo.
Salt Lake City, Utah

Export Office:

Minneapolis Steel & Machinery Co.—154 Nassau St. New York City.

Twin City Company

Selling Products of

Minneapolis Steel & Machinery Co.

Minneapolis, U. S. A.

Distributors:

Frank O. Renstrom Co.—San Francisco, Los Angeles, Stockton, Oakland and Sacramento, Calif.
Baskerville & Dahl Co. Watertown, S.D.
Shannahan & Wrightson Hardware Co.—Easton, Maryland.
Kepler-Merrell Motor Car Co.—Syracuse, N. Y.
Southern Machinery Co.—Atlanta, Ga.
R. B. George Machinery Co.—Dallas, Houston, Amarillo, San Antonio, Texas, and Crowley, La.

Canadian Distributors:

Minneapolis Steel & Machinery Co. of Canada, Ltd. — Winnipeg, Man. Regina, Sask.; Calgary, Alta.

With the Manufacturers

The Empire Cream Separator Co., Bloomfield, N. J., will erect a $40,000 plant addition.

The Kemp Metal Auto Wheel Co., Ltd., has been formed at Toronto, with a capital of $100,000.

Paul H. Knoll was recently appointed director of purchases for the J. I. Case Plow Works Co., Racine, Wis.

B. F. Avery & Sons, Louisville, Ky., will erecct a five-storey building, 127x260, and a two-story building, 38x178.

The Allis-Chalmers Mfg. Co. Milwaukee, has opened a branch house in Des Moines with F. W. Ellis as manager.

The Oliver Chilled Plow Works South Bend, Ind., have opened a branch at Fargo, N.D., with P. J. Enger as manager.

The J. I. Case Plow Works Co., Racine, Wis., is erecting a four-storey brick and concrete building 123x138, to cost $150,000.

The C. F. N. Gas Engine Company of Canada is a new concern recently incorporated at Montreal. Capital is given at $100,000.

The American Mfg. Co. has been incorporated at Dayton, O., with a capital stock of $100,000 to manufacture washing machines.

B. F. Avery & Sons, Louisville, have announced Hyatt roller bearings as standard equipment on the coulters of all their tractor plows.

The Canadian General Electric Co. plan to erect a new factory in West Toronto. The main building will be 70x390 feet and four storeys high.

The Townsley manufacturing Co., Ltd., Brandon, are applying for authority to increase the capital stock of the company from $20,000 to $60,000.

The Burn-Oil Tractor Co. has moved from Peoria, Ill., to Warren, Ind., where a factory site has been purchased and the construction of a plant started.

The East Washing Machine Co. has been formed at Toronto by S. E. Wedd, R. B. Whitehead, Bruce McCrimmon and others. Capital is stated to be $400.000.

The Avery Co., Peoria, Ill., is preparing to erect a large modern building for the use of its branch house in Fargo, N. D. Plans call for a structure 75x200, five stories.

The Adaptable Tractor Co. has been organized at Indianapolis, Ind., with a capital of $100,000 for the purpose of manufacturing tractors and other farm equipment.

The Buda Co., Harvey, Ill., realizing that an additional foundry for casting small engine parts was necessary to speed up production, has completed an addition to its factory.

Three additions to the plant of Deere & Co., Moline, Ill., will soon be erected. One is to be a foundry, 120 x 200, one a general shop, 120 x 120, and the third a cupola building, 40 x 40.

The rights to manufacture and sell the Nilson tractor have been acquired by the Crown Iron Works Co., Minneapolis, Minn., and plans are being made to enter production on the machine.

The Champion Ignition Company of Flint, Mich., will establish a factory at Brantford, for the manufacture of spark plugs. Work on the new plant will be started at once on a site covering 15¼ acres.

The Milwaukee Auto Engine & Supply Co., specializing in the manufacture of a patented timer for tractor. motor truck and automobile engines, has increased its capital stock from $100,000 to $200.000.

The U. S. National Gas Engine Association will hold its annual convention in Chicago, Sept. 1, 2 and 3. Headquarters will be at the Congress Hotel. Arrangements will be made for displays of accessories.

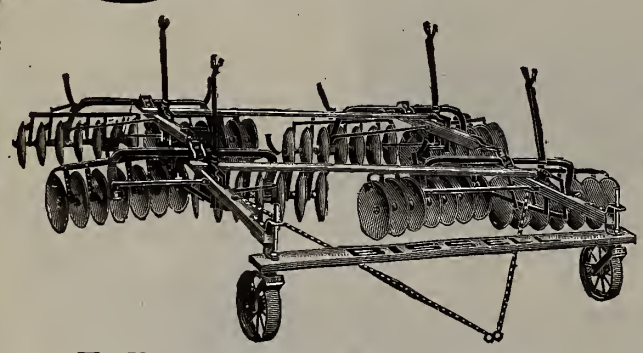
Westco Pumps Limited has been incorporated at Toronto by G. H. Sedgewick, J. Atchison, R. E. Fennell, J. W. Jicup and others. This concern will produce water supply systems for farm use. Capital is $150,000.

The General Motors Corp. has leased for a period of five years the plant of the Waukesha, Malleable Iron Co., Waukesha, Wis. The product will be used largely by the Samson Tractor Co. of Janesville.

B. G. Koether, who was advanced to vice-president of the Hyatt Roller Bearing Co., the early part of the year, has been made assistant general manager of the Hyatt Division of the General Motors Corp.

The Hart Grain Weigher Company of Peoria, through Walter B. Wilde, president, has applied for an increase in capital stock from $350,000 to $1,100,000.

Bissell *Combination 4 Unit* **DISK HARROW**



This illustration shows the 4 Unit Disk combination for use with Tractors. The units can be made up of 12, 14 and 16 plate Harrows. While long gangs cannot cultivate uneven ground, this combination has the advantage of being able to cultivate centre ridges, and the short gangs, which are flexible and conform to uneven ground, follow down to cultivate the depressions made by the tractor wheels. In passing over a stone or obstruction the gangs pass over naturally without strain to the Harrow or injury to the Disk plates. Ground cultivated by these Harrows is left level and smooth. Easy to turn about at corners; quickly detached and the units separated for use with horses or light tractors. A most serviceable outfit.

T. E. BISSELL CO., LIMITED

Elora, Ont. Factories at Elora and Ingersoll, Ont.

Write for Booklet and Literature about Harrows

Sold by John Deere Plow Company's Agents

CAPACITIES: 25 TO 150 BUSHELS

Here we show our 1920 model 32-inch Bull Dog with Bagger and Power Attachment. . .

There's A Reason Why The Demand For

Bull Dog Fanning Mills

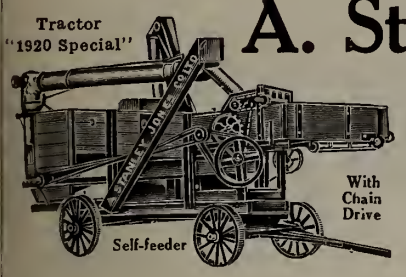
Exceeds the Combined Sales of all Other Mills Sold in Western Canada

Full Particulars of all Sizes on Request

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alta.

Twin City Separator Co. Ltd. Off Logan on Quelch St. Winnipeg, Man.

SMALL THREADING OUTFITS



A. Stanley Jones

Company, Ltd.

SASKATOON

Only $40.00 Advance Since 1917

This is all our 9 H.P. engine has increased. The same thing rules through our entire prices. This gives you some idea of this magnificent selling line. STANDARD ARTICLES AT A PRICE BEATING MAIL ORDER HOUSES. There is no need for the DEALER TO FEEL MAIL ORDER COMPETITION in Gas Engines, etc., IF HE IS ONE OF OUR AGENTS. He can sell as cheap and earn a commission. Customer has the freight paid.

SEPARATORS for an Engine from 3 H.P. to 20 H.P. and from $250.00 up.

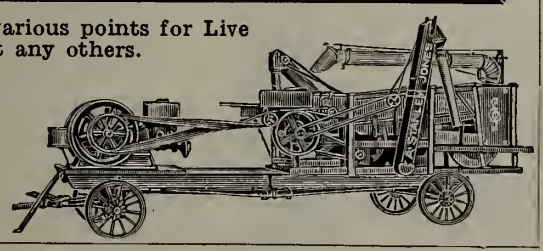
ENGINES from 1½ H.P. to 16 H.P.

COMBINATION OUTFITS from $743.00 to $1,395.00.

We have vacancies at various points for Live Agents—We don't want any others.
Tell Your Prospect.

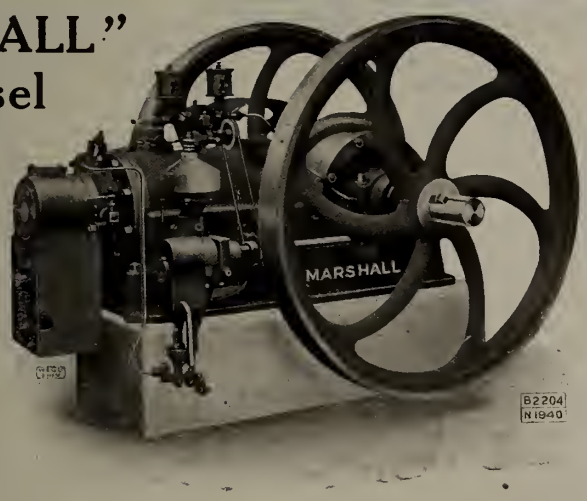
We Pay Freight

It makes it easy for you to sell.



"MARSHALL" Semi-Diesel Crude Oil Engines

Sizes in stock. 10-12-16 and 20 B.H.P. The most efficient engines for electric lighting, pumping, sawing, flour mills and all heavy service. The farmer wants plenty power. Sell him a "Marshall" — real power economy. Automatic ignition. Easy starting. No poppet valves. Magneto or battery ignition. Ask for full particulars and prices.



"Marshall" Tractors and Engines are British Built and British Quality

Foremost for Service--in Peace as in War

Dreadnaughts of the Prairies

Made in two sizes: 16 Draw-bar H.P. with 30-55 H.P. on the belt, and 32 Draw-bar H.P. with 60-70 H.P. on the belt. For economical plowing, road grading or belt work the biggest tractor value sold. Our tractors are built like a battleship and run like a watch. Low fuel consumption; dependable. The dealer's profits are not absorbed by service as is often the case. Get special catalogue and investigate "Marshall" quality.

Dealers: Pay us a visit during Saskatoon Exhibition, July 12-17. We are located on Eleventh St. West and will be glad to show you our lines.

LITERATURE, PRICES AND PROPOSITION ON REQUEST

MARSHALL, SONS & CO. (CANADA) Ltd.

P.O. Box 1564 (ENGINEERS) Phone: 3393

SASKATOON, SASKATCHEWAN

A Bird's Eye View of the Machinery Display at Brandon Fair

PROVINCIAL EXHIBITION

BRANDON - Man.

JULY 19 to 24, 1920

$65,000.00 IN PREMIUMS AND PURSES **$65,000.00**

Canada's Greatest Farm Machinery Exposition

Manufacturers are Invited to Exhibit

Apply for Space at once. Outside Space Free. Nominal Charge for Inside Space

"IT'S WHERE THE MANUFACTURER MEETS THE BUYER"

Those who have exhibited Tractors, Automobiles, Lighting Plants, Farm Machinery and Farm Equipment at Brandon in the past have proven IT PAYS. Here is where you meet the buyer. Thousands of Farmers inspect the Exhibits. Profitable Business results. Dealers investigate and close agencies for new lines. Make no mistake—for Manufacturer, Wholesaler and Distributor an Exhibit at Brandon is a profitable investment.

Industrial and Mercantile Exhibits

Government Exhibits. Immense Live Stock Show. Health and Child Welfare Exhibits. Horticulture. Fruits. Dairy Products. Fine Arts School Exhibits. Butter Making and Milking Competitions.

HORSE AND AUTO RACES

VAUDEVILLE BANDS AEROPLANE FLIGHTS

A Fair for Education, Pleasure and Vacation
For Young and Old a Holiday worth while

For Space Reservations and Lists Apply

WM. DOWLING, President — W. I. SMALE, Secretary

The increase was necessary to handle expanding business.

General Motors Co. will locate two new plants in Grand Rapids, Mich. One of the new plants will be used for the manufacture of Frigidair refrigerators, and the other for the manufacture of Sunny Home power plants.

C. E. Sharpe has been selected to fill the position of secretary of the Rock Island Plow Co., Rock Island, Ill., succeeding J. F. Lardner deceased. The selection was made at the last regular meeting of the company's board of directors.

The Gilson Manufacturing Co., Guelph, Ont., makers of gas engines, tractors, etc., are extending their premises, adding a two-storey brick structure, 140x80 feet to their main building, to be used as a machine shop and assembling room.

A. T. Jackson, vice-president, in charge of sales of the Emerson-Brantingham Co., Rockford, Ill., has departed for a trip to Europe. He expects to visit most of the countries in western Europe and call on the various factors in the company's export organizations.

The J. I. Case Plow Works Company announce the acquisition of C. S. Bristow to their engineering staff. Mr. Bristow has had wide experience in agricultural engineering, both foreign and domestic, and has specialized on motor cultivator requirements and construction.

The Canadian Fairbanks-Morse Co., Montreal, announce that C. J. Brittain, former manager of the Winnipeg branch, has been appointed vice-president and general sales manager, with headquarters in Montreal, succeeding C. G. Drinkwater, who has been vice-president in charge of sales for many years.

The Champion Spark Plug Co. of Canada, Limited, whose new plant at Windsor, Ont., was opened some months ago, has just made its initial shipment of Canadian spark plugs to England. Their large plant at Windsor, Ont., has a production capacity of approximately 35,000 spark plugs a day.

John Hoss, American representative for Sawyer-Massey Co., Ltd., Hamilton, Ont., manufacturers of steam and gas tractors, threshers and road machinery, has established his headquarters in Omaha. He has maintained American headquarters for the Canadian company at Moline, Ill., for many years.

The Edwards Motor Co., of Springfield, Ohio, which for the last three years has been a partnership composed of A. Y. Edwards, Charles L. Bauer and C. M. Hollenbeck, has been incorporated for $60,000, with Mr. Edwards and Mr. Hollenbeck named as incorporators. They make a variable power kerosene engine.

Gray-Dort Motors, Ltd., Chatham, Ont., are making expansions to their plant and equipment. They are stated to be one of the largest automobile manufacturing concerns in Canada. The company has four plants in Chatham manufacturing parts and completed cars, and four others turning out accessories. A total of 7,500 cars will be built this year.

The International Harvester Co. have found the demand for their Primrose Cream Separators so great that they have erected a new building at the Milwaukee works where the tin parts of this machine will be produced. The building is constructed of brick with a wooden roof supported on reinforced concrete columns and the interior walls are of hollow glazed tile. The entire floor area of the building is 14,600 square feet, of which 11,650 is given over to the tin shop.

The Farm Power House

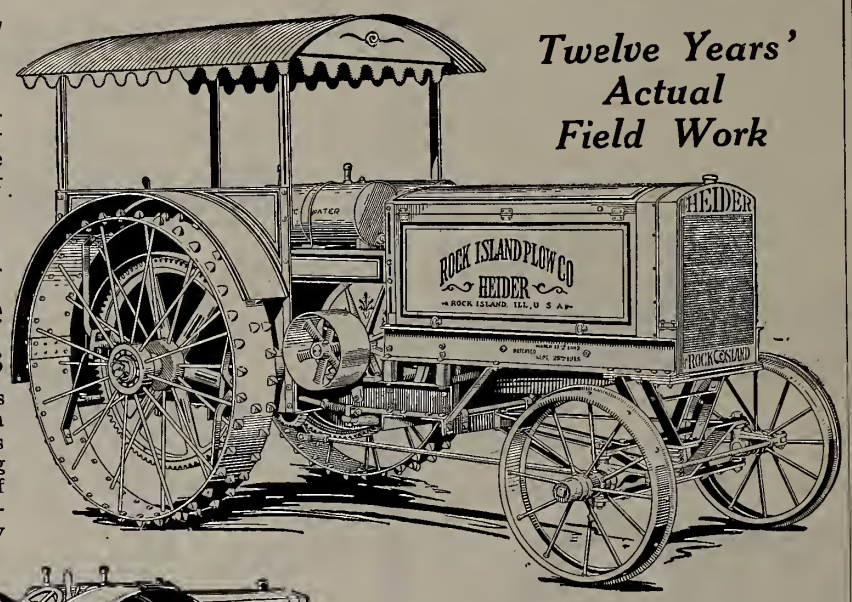
In advising the farmer regarding the layout and construction of a building for the operation of his power driven machines, always recommend that the engine be kept in a building apart from the room in which the cream separator or churn is kept, because in cases complaints have been made of butter or cream being tainted with the gasoline flavor. It has been found that both butter and cream very readily absorb gas odors. In setting up an engine, wherever possible it is considered best to set it so that the fumes from the exhaust reach open air.

Prepare Now For Fall Business

Increase your trade this season by selling lines that are known everywhere for efficiency, excellence of service in the field and proven reliability. Remember that

"WATERLOO" and "ROCK ISLAND" have Reputation that counts

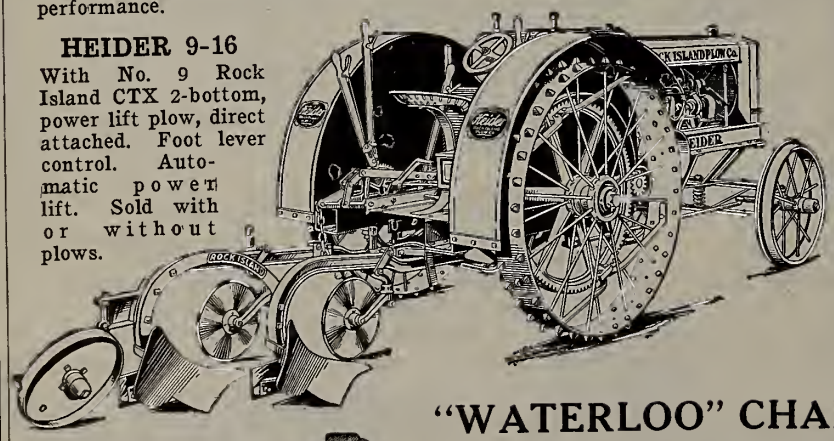
Rock Island Tractors and Farm Tools are backed by 65 years' experience in implement building. For over 60 years the "Waterloo" Line of Threshing machinery has been Canada's standard of perfection. Handle these lines; their success is based on years of satisfactory performance.



Twelve Years' Actual Field Work

HEIDER 9-16

With No. 9 Rock Island CTX 2-bottom, power lift plow, direct attached. Foot lever control. Automatic power lift. Sold with or without plows.



HEIDER 12-20 H.P.

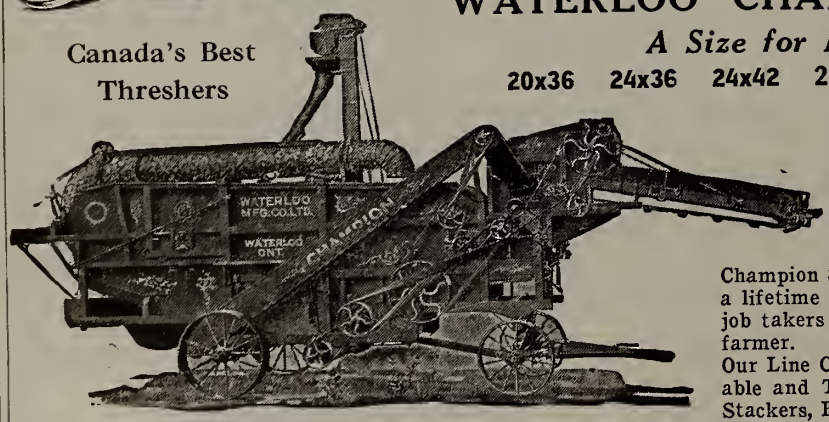
The tractor that gives resistless pull without jerking or vibration. Seven speeds forward or reverse, all with one motor speed and one lever, for traction or belt work. No gears to strip—15 to 20 per cent fewer parts. Engine uses gasoline or kerosene without carburetor changes. High tension ignition, with impulse starter. The best tractor proposition on the market. Hitch your business to the Heider and watch your volume and profits increase.

"WATERLOO" CHAMPION SEPARATORS

A Size for Every Farmer

20x36 24x36 24x42 28x42 33x52 36x56 40x62

Canada's Best Threshers



Equipped complete with Wind Stacker, Feeder, Wagon Loader and Register. With the range of sizes we manufacture you have the sale of a size separator to suit any amount of threshing. Smaller sizes are unequalled for owners of light and medium weight tractors. "Waterloo" Champion Separators do good work, run steadily, last a lifetime and are easily driven. Money makers and job takers for the thresherman; grain savers for the farmer.

Our Line Comprises: Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, etc.

SEE WATERLOO-ROCK ISLAND MACHINES AT THE EXHIBITIONS

DEALERS: We will be glad to have you visit our complete exhibits at the Summer Fairs:-- Edmonton, July 5-10; Saskatoon, July 12-17; Brandon, July 19-24, and Regina, July 26-31.

The Waterloo Manufacturing Co. Limited

REGINA, SASK. : PORTAGE LA PRAIRIE, MAN. : SASKATOON, SASK.

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

LONDON CONCRETE MIXER, No. 4

equipped with "NOVO" DUST PROOF GASOLINE ENGINE

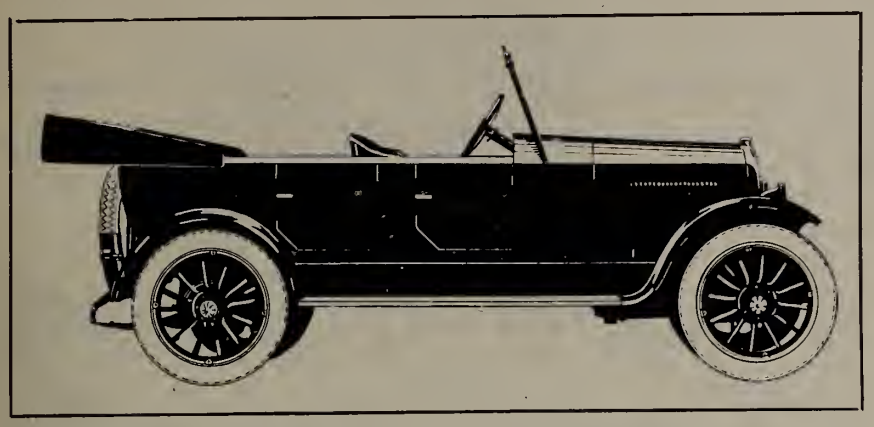
Capacity 40 cu. yds. per day

This machine is especially suitable for small jobs. It is built to last a lifetime. Saves the price of itself in thirty days' use. Write for catalogue No. 1-K.

LONDON CONCRETE MACHINERY CO. Ltd.

Dept. K, LONDON, ONTARIO.

World's Largest Manufacturers of Concrete Machinery



Briscoe
Leader of Light Weight Cars

JUST AS YOU DEALERS EXPECTED—

THE 1920 BRISCOE HAS DISTINCTIVE NEW FEATURES

Those who have seen the new 1920 car are enthusiastic about it. Every one of you will feel the same when you see it. Note the new features.

Appearance

A distinctive feature of the new Briscoe design is the tilted radiator—giving a straight-line drive from the front bearing to the rear axle.

By tipping the radiator at a slight angle it is possible to place the fan so as to increase the cooling efficiency to the maximum—furthermore, this feature adds to the car's beauty of line.

The color is known as Briscoe "true blue"—a distinctive shade; and the finish is vastly superior to that usually seen on moderate-priced cars.

The upholstering is genuine long-grain leather.

The wheel base is 109 inches—5 inches longer than the 1919 model.

Construction

TRANSMISSION—Unit with motor; selective type, 3 speeds forward and reverse, wide gears and shafts of heat-treated chrome alloy steel.

CRANKSHAFT — Three-bearing scientifically counterbalanced, of unusually heavy design.

SPRINGS—Semi-elliptic, unusually long—36 inches in front, 54 inches in rear.

DRIVE—Genuine Hotchkiss; flexible fabric universal joints. Perfect alignment at all times assured by the special Briscoe centering device. Drive taken through rear springs.

BRAKES—Service, operating by foot pedal, external contracting on rear wheels; 10-inch brake drums. Emergency on rear end of transmission, operated by hand lever mounted on transmission case.

MOTOR—4 cyl., enbloc casting, with deep water jacket. L-head type; bore 3⅜ inches; stroke 5 inches; 18.23 S.A.E.H.P.; removable cylinder head, Four-point flexible suspension. Main and connecting rod bearings are bronze backed babbitt lined. Camshaft and generator driven by wide spiral gears. Timing gears mounted on front of motor and instantly accessible.

Equipment

Electric head lights with non-glare lens, dash light, operated from instrument-board; pressure oil gauge; gasoline gauge; ammeter; spare rim; robe rail; jack, tire pump and complete set of tools.

Gypsy-style, one-man top of black, long-grain Luxar.

Tire Equipment—Goodyear 31 x 4—plain in front, non-skid on rear wheels.

In the new Briscoe surprising power goes hand-in-hand with light weight and almost unbelievable economy.

See the 1920 Briscoe at Brandon Exhibition, July 19th to 24th

Look over its distinctive features, constructional superiority and perfection of finish. Satisfy yourself that it offers the dealer the Golden Sales Opportunity of the year. We will be glad to meet you.

THE CANADIAN BRISCOE MOTOR COMPANY, LIMITED

Factory and Head Office: BROCKVILLE, ONT.

UNITED STATES—BRISCOE MOTOR CORPORATION, JACKSON, MICH. WESTERN SERVICE DEPARTMENT—156 PRINCESS STREET, WINNIPEG, MAN.

DISTRIBUTORS FOR WESTERN CANADA—

AUTO SERVICE COMPANY, LIMITED, REGINA
RIDDELL CARRIAGE & MOTOR WORKS, SASKATOON
GILLESPIE & MANSELL, MELFORT, SASK.
J. R. N. COOKE & CO., EDMONTON
McDONALD & McKINNON, WINNIPEG
NORRIE & FAWCETT, MEDICINE HAT

Plant of John Watson Mfg. Company Destroyed by Fire

On the early morning of June 14, fire broke out in the plant of the John Watson Manufacturing Company, located at Ayr, Ont. Despite efforts by the local fire department the fire could not be controlled, and resulted in the total loss of the main building of the factory, involving a loss of approximately $150,000, which, it is stated, is covered by insurance.

Owing to the inflammable contents of the plant, the fire spread with great rapidity. The fire broke out at 12.30 a.m. in the third floor of the main building, and had gained considerable headway before it was discovered. The main building was a four-story block, and although the firemen made every effort to keep the flames under control, their efforts were diverted owing to the fact that the conflagration spread across the street, destroying the Fire Hall in which the council chamber of the town is located, and also doing serious damage to a couple of banks. The heavy machinery on the floors of the Watson plant crashed to the ground floor when the flames ate their way into the construction of the building. The fire brigades from Galt and Paris were soon upon the scene to aid the local department, but little could be done save to restrict the spread of the flames as much as possible.

The brick building, in which is located the foundry and the blacksmith shop, lying to the rear of the main plant, was saved, but most unfortunately a large number of machines in the process of construction were totally destroyed, also the wood patterns of machine parts, which were stored in the main building.

The large wood stocks of the company, which were yarded in another part of the town were not destroyed. The John Watson Mfg. Company is well known to implement trade of the Dominion as a pioneer farm implement concern. The business was established in 1847, the main building which was destroyed by the fire having been erected in 1882. The fire is a serious loss to the town of Ayr, as the company employed a large number of men in their plant—the largest locally.

Fortunately the Winnipeg branch of the company have very adequate stocks of the leading lines which are manufactured, so that the service of the organization to their dealers throughout Western Canada will be maintained as far as possible. No efforts will be spared to have the factory back upon a production basis as rapidly as possible, with increased manufacturing facilities.

The Act of a Fire Bug

After the fire, suspicion was aroused that the conflagration was of incendiary origin. A number of petty burglaries had been noted in the village, and an individual of the hobo species was arrested. On trial, it was proven conclusively in the court that he had maliciously set fire to the plant of the John Watson Manufacturing Company. The accused received a very severe gaol sentence on June 26, and is now in prison.

Have an advertisement in every issue of your local paper. Have every ad. look alike but with some one new thing and different wording each issue, and don't be afraid to name the retail price.

Crop Estimate for Dominion

In the middle of June the Dominion Bureau of Statistics at Ottawa, issued a preliminary estimate of the areas sown to grain, hay and potatoes.

The total area estimated to be sown to wheat in Canada for 1920 is 16,921,000 acres, as compared with 19,126,000 acres, the final estimate of 1919. The decrease this year is 2,205,000 acres, or 12 per cent. The area to be harvested of fall wheat is 740,300 acres; so that the area under spring wheat is 16,160,700 acres, as compared with 18,453,175 acres in 1919. Of oats the total acreage sown is estimated at 15,291,000 acres, as compared with 14,952,000 acres last year, an increase of 339,000 acres, or 2 per cent.

Barley has an acreage of 2,574,900 in 1920 as compared with 2,645,509; rye 730,100 as against 753,061; peas 219,065 as against 230,351; mixed grains 900,800 as against 901,612; hay and clover 10,492,900 as against 10,595,383, and alfalfa 220,800 as against 226,869. These crops all show a decrease. Some 802,500 acres were seeded to potatoes.

The GRAY TRACTOR

When at the Exhibition

be sure to make a survey of the following 10 points that feature the Gray Tractor with the Wide Drive Drum.

1. Affords simplicity of construction.
2. Does away with all bevel gears and differential.
3. Distributes weight over large surface.
4. Avoids packing of the soil and injury to seed-bed.
5. Ideal for soft and wet land.
6. Gives double traction surface.
7. Supplies more power to the draw-bar.
8. Produces a never-slip grip.
9. Affords easy steering and turning.
10. Rolls everything flat before plows.

We are exhibiting at all the main exhibitions. Secure literature and full details from our representative or write for particulars of territory open to aggressive agents—

Gray Tractor Co. of Canada, Ltd.
307-9 Electric Railway Chambers Winnipeg, Man.

Western Distributors:
NORTON & LEIF CO., LTD. Calgary, Alta.
C. WARING & CO. Moose Jaw, Sask.
THE TRACTOR CO., LTD. Saskatoon, Sask.
THE HUB GARAGE, Yorkton, Sask.

Don't Drudge Through The Home Tasks

Genco Light

Brightens the Home—Relieves the Farmer of Small Power Jobs

By simply pressing a button "Genco Light" is ready with reserve power to assist the farmer in all the power jobs about the farm. In all seasons of the year this simple, safe and economical plant will supply light for your customers' house and buildings. PUMPS HIS WATER, SAWS WOOD, RUNS THE CREAM SEPARATOR, FANNING MILL, FEED GRINDER, ETC.

The housewife will also find unlimited assistance in Genco Light. The most tiresome jobs around the house, such as washing, ironing, churning, etc., will be looked forward to if she has the assistance of Genco Light.

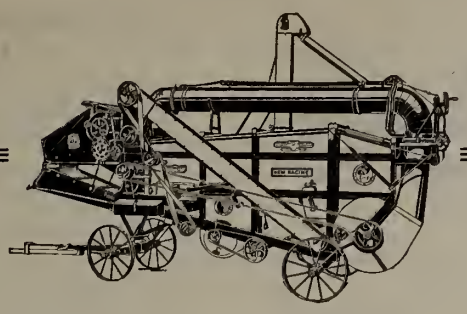
Genco users have always available the service of an extra two-horse power on the pulley for any purpose requiring power delivered by a belt; total power of engine 3¾ H.P.

A Few Good Districts Open for Desirable Agents
Liberal Contracts Given

The Saskatchewan Motor Co. Limited, Regina, Sask.
Genco Electrical Engineering Co. Limited, Calgary, Alta.
The Genco Farm Lighting Co., Brandon, Man.

Address the Distributor in your Province for all Particulars.

Genco Light



New Racine Thresher

The Dealer's Favorite

Threshes Clean
Saves all the Grain
Operated by Light Power
Needs No Experting

We have a fine proposition for live distributors in Manitoba, Alberta, Saskatchewan, and British Columbia.

BELLE CITY MANUFACTURING CO.

Sole Manufacturers

RACINE, WISCONSIN, U.S.A.

DEALERS! ATTENTION

See Our Line of . . .

"Beaver Brand" Grain Cleaning Machinery

AT THE

REGINA AND SASKATOON EXHIBITIONS

We manufacture Fanning Mills, Indented Cylinders and Rotary Screens for cleaning grain, also Cleaner that goes on top of Threshing Machine that cleans the grain as fast as it is threshed. Our Indented Cylinders separate Wheat from Barley or Oats or remove cockle and wild buckwheat from other grain.

Write Us for Information and Prices. *Manufactured by*

METAL SPECIALTY CO. LTD., Regina, Sask.

A Perfect Lubricant Perfectly Made

PENDOL

Here is your opportunity to sell more oil—better oil. Show your customers how to get real lubrication and real service out of their cars, trucks, tractors, engines and farm machinery. PENDOL is the result of over two years constant research. Its remarkable lubricating qualities successfully underwent a solid years' test under practical working conditions. It stands alone as the real protective oil—the lubricant that secures anti-friction perfection. Every farmer who uses PENDOL is an advertisement for the man who sells it, because he is using the oil of perfect satisfaction.

A Trial Display

Look for the Red Can

PENDOL

Give this oil a thorough test and you will admit that Prof. Nicholas Turner has developed the one lubricant that stands every test of Oil Quality. In the car, truck, tractor or engine cylinder the explosions raise a heat so excessive that the majority of oils disintegrate—lose their lubricating properties. PENDOL will not break up. Whatever the cylinder temperature, it forms, and maintains a constant film of lubricant, ensuring sweet, smooth running. Whatever the speed PENDOL provides an even, efficient layer of lubricant all over the bearing, positively preventing over-heating, and lengthening the life of the engine or implement.

Will Convince You

"CARING FOR THE WEARING OF THE BEARING"

For Every Machine and Every Degree of Wear PENDOL is *Scientifically Compounded* to Suit the Speed and Conserve the Power. . . . . .

When you drive through your territory, take a few cans of PENDOL with you. Ask your customers to make the simple, conclusive test of oil quality by trying PENDOL. It meets the demand that exists everywhere for a real lubricant.

FOR PRICE LIST, FULL PARTICULARS AND DEALERS' SERVICE PLAN, WRITE TO

The Solution of *Perfect Lubrication* for

Tractors, Trucks, Automobiles, Engines, Separators, Binders, Mowers and all Farm Machinery.

Manufactured by the WESTERN PETROLEUM CO., for

CROWN OIL CO., LTD.

160 Princess Street

WINNIPEG

Working with Each Other--for Each Other

As years pass and the annual conventions of organized retail merchants come and go, it becomes increasingly evident that the average merchant has at last fully awakened to the value of organized effort. And with them the implement and automobile dealer is falling into line, although, strangely enough, in a trade that requires organization more than any other the implement retailer has been slower than other merchants to join the modern march to reach results attainable by coordinated effort.

The implement dealer, in large part, sells high-priced goods—lines that are difficult to sell and when sold are too often credit propositions. The very nature of the business he does arouses problems which are the lot of the individual dealer, and the solution of which will never be possible save through the medium of organized effort. It has taken long—too long—for the implement man to realize that the problems and troubles of his business are also the lot of his competitor down the street and that instead of unhealthy "competition" both factors could benefit by enlisting the aid of co-operation so as to remedy the trade ills which affected them—not as competitors, but as men handling the same class of goods.

It is but wasted space to point out at this late date in the world's history, the value of organized effort in business. Manufacturers and wholesalers in all lines have proven how a trade or business can be improved by association. The different departments in the trade should necessarily be represented by associations so that if matters of policy have to be taken up proper representation of all factors can be made possible. The dealer to-day who plows a lonely furrow, who considers that an association cannot benefit him, has not learned the fundamental fact of modern commercial progress. True, he may succeed alone but he may also fail. He increases his worry and has no source for advice, stimulus or backing; he isolates himself from the other men in the same class of business who are confronting and overcoming their common problems. He makes his business life harder than it need be—all because he is content to remain unorganized.

The business world is in a state of flux. We have conditions to face to-day which were never before experienced in the retail implement business. Economic, production and selling conditions have changed, and ahead lies a period—and a long one—of readjustment before the old world can return to its ordered groove, as in 1913. It needs no psychologist to proove that this is the time when membership in his trade association is a profitable asset to any merchant. If problems have to be solved—let the dealers handle them collectively—for they never will make headway as individual units. The implement dealer who does not belong to his association can hardly say that organization is a mistake in this trade, or over 70,000 implement retailers in the United States are to-day pursuing a fool policy. But what they have attained in the past proves that unity, co-operation and working together are the drawbar that pulls prosperity in the retail implement game. Do you remember the sad rogue who coined a phrase that is true of organization. He said: "Gentlemen, we must hang together, or we will assuredly hang separately."

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

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WINNIPEG, CANADA, JULY, 1920

Motor Transportation and the Road System

The recent convention of enthusiasts for the improvement of Canada's road system, as held in Winnipeg, shows clearly how small a value our existing road system would be were railroad traffic to be temporarily discontinued. During the war the road system in France showed the wonderful value of the road to a nation in time of war. As regards the transportation of goods by the motor truck, such a development will depend to a very great extent upon the extent of the road system and the quality of the roads covering the different areas of the Dominion. To-day we could have little or no mobility as regards truck transportation in the great agricultural areas not covered by railroads.

On some main travelled routes between close lying centres motor truck transport is being developed in a small way. But this is only a fraction of the possibilities for the truck transportation of goods, if the road system would permit same. Heavy traffic is possible only along railroad lines. There is little or no cross traffic. With a paralysis of our railroads, transportation for Western Canada would be at a standstill. In this country we do not think in terms of motor transportation—only long distance trucking. The trucking service we have could not handle such a situation. We would need organized motor transportation and most of our roads could not bear the loads. A country with an ineffective road system is at the mercy of railroad transportation, upon which it must absolutely depend.

Natural Wealth Required, and More Economy

In the ultimate, all wealth must come out of production, whether in food stuffs or industry. High as wages are; enormous as profits are alleged to be, it would be better for them to be higher still if we could by this means produce more wealth to balance the financial baloons the countries of the world are floating to-day.

The heresy is growing that wealth consists of money and not merchandise. Demands for higher wages are not necessarily evil, but when men insist upon doing less and less work the canker is at the root of our civilization. The soil will not yield its wealth of food and minerals without the expenditure of capital and labor.

The individual has a responsibility for the correction of present unbalanced conditions. Collectively we have cursed and denounced the profiteering of producers, but a large part of that profiteering would have been impossible without the extravagance of consumers. There would be no shoes sold at $20 a pair, or suits at $120 if we refused to buy at such prices.

Another consideration is that extravagance encourages the increased production of the less essential goods. The increased production of the less essential goods draws labor and materials away from the production of the more essential goods, and hence creates a scarcity of necessaries and an increase in their price.

Hickory Production

Dealers handling wood goods will find selling harder due to the recent heavy advance in price of this line. Although with the exception of walnut, hickory was the only hardwood in the United States which showed an increased production in 1918 over 1917, it seems evident that supplies of this wood are steadily getting less.

In the United States, from which by far the greatest percentage of the hickory stock used in Western Canada comes, the total hickory production in 1918 was practically 100 million feet. The cut actually reported was only 89,405,000 feet. The amount was reported from 2,127 mills.

This is really not a large output in the history of the U. S. hardwood industry for the total production of hickory back in 1909 is given as 339,929,000 feet. In other words, we may say that the U.S. production in 1909 was probably three times the production in 1919. This we may take to

indicate a waning supply rather than a lessening of the demand.

The present prices of oak in the lumber market are threatening to curtail the consumption of oak and reduce its use in spokes and other kindred turned work as a substitute for hickory. Either hickory prices will have to advance in proportion or there is likely to be a heavier call for hickory in this line of work than heretofore, even in face of the present shortage.

Manager at Winnipeg for Canadian Fairbanks-Morse Co.

A change recently took place in the management of the Winnipeg branch of the Canadian Fairbanks-Morse Co., Ltd. Kenneth N. Forbes, formerly manager of the St. Johns, N.B., branch of the

KENNETH N. FORBES,
Manager of the Winnipeg Branch, Canadian Fairbanks-Morse Co., Ltd.

company, was transferred to take charge of the Winnipeg organization, replacing C. J. Brittain, who now fills an important position in the Montreal headquarters of the company.

Mr. Forbes, whose photograph we reproduce, was born in Dartmouth, N. S., in 1881. He was educated at Dartmouth and Halifax. On graduating he commenced his business career in the offices of Walter Stairs, Son & Moir, of Halifax, a very old-established concern handling hardware and ship supplies. Entering their employment in 1897, Mr. Forbes rapidly advanced to the position of salesman. In 1905 he severed his connection with this company, entering the old Canadian Fairbanks Co., Ltd., as a salesman out of the Montreal office. He was appointed special representative in the maritime provinces, selling marine motors, farm engines, logging machinery, transmission equipment, and the large variety of lines manufactured by the company which are particularly adapted for ship-building, steel production, coal mining and other industries in the maritime provinces. In this sales field he gained an invaluable experience, and was so successful that in 1914 he was taken off the road and appointed manager of the St. Johns branch of the company.

In the East the entire line of the company is handled as in Western Canada, so that Mr. Forbes has a thorough intimacy with the machines and equipment sold by his company in this territory. Possessed of marked executive ability and business aggressiveness, and backed by over 15 years' sales experience in connection with the products of the Canadian Fairbanks-Morse Co., Mr. Forbes is admirably equipped for the important position which he now holds as manager of the Winnipeg branch. We join with the trade in extending him a cordial welcome to the Western Canadian field, and wish him every success in his new sphere of action.

Interviewed by Canadian Farm Implements, Mr. Forbes stated that, with the ozone of the prairies, he was rapidly acquiring our Western viewpoint in the trade. He considers that there exists a vast potential sales field in Western Canada for the sale of lighting plants and all types of farm machinery and equipment, a field that will steadily widen as time passes. In the tractor and power farming machinery line, his opinion is that no area in the continent holds greater possibilities than the prairie provinces.

Harvester Company to Increase Stock

The International Harvester Co., Chicago, recently announced an increase in dividends on the common stock and a plan of recapitalization. The plan includes a stock dividend of 12½ per cent and 2 per cent semi-annual stock dividends, also stock ownership and a profit-sharing plan for the employees of the company. The dividend rate on the common stock is increased from 6 to 7 per cent.

It is proposed by the directors that the authorized common stock of the company be increased from $80,000,000 to $130,000,000, and of this $50,000,000 additional stock $10,000,000 will be used to pay a 12½ per cent stock dividend on the present $80,000,000 of common stock, $20,000,000 will be available for the payment of 2 per cent semi-annual stock dividends, and $20,000,000 will be offered to employees.

It is reported that the 12½ per cent stock dividend approximates the amount of cash dividend not paid during the war on $40,000,000 of common stock. It is further proposed by the directors to increase the preferred stock of the company from $60,000,000 to $100,000,000—the additional forty million dollars of preferred stock, in addition to the $20,000,000 common stock to be offered to employees under the stock ownership and profit-sharing plan of the company.

The Bankruptcy Act

On July first the Dominion Bankruptcy Act came into effect. This legislation makes it very essential that the retail implement dealer keeps a complete record of his business operations, as after the above date all merchants are legally responsible if they do not have a clearly recognized accounting system. The Act aims principally at forcing the dealer to keep books in order that a clear condition of affairs may be shown in the event of insolvency. While the majority of dealers have efficient accounting systems, this legislation should have the attention of every man who has not a complete record of his operations. A failure in this respect lays the merchant open to legal action on the part of his creditors.

That Sales Tax

The retailer always seems to get in wrong. T. Verner, collector of customs at Winnipeg, has received numerous complaints from consumers that retailers were charging the one per cent sales tax on goods. Mr. Verner again emphasizes the fact that the sales tax applies only to manufacturers and wholesalers and should **not** be levied by the retailer at all. The latter can only collect from the customer in the case of goods mentioned in the luxury tax clause. But that one per cent is passed on to the retailer, and his only remedy is to advance the sale price of the goods to cover it, for he cannot afford to absorb this one per cent. And at that, one per cent on the price of a binder is no flea bite at present prices.

Frank Silloway Weds

Frank Silloway, vice-president and director of Deere & Co., Moline, Ill., and Miss Suzanne McShane were married recently in Moline, at the home of Mr. and Mrs. William Butterworth. Mr. and Mrs. Silloway left for a three months' tour abroad.

Personal

J. E. Fortin is owner of an auto business at Cardinal.

P. J. Peters is the name of a new dealer at Dalmeny.

F. Cook is the name of a new harness dealer at Lintlaw.

Anger Bros. have opened an automobile business at Miami.

Robert Coates has opened an automobile concern at Namaka.

P. Ruttan is owner of an auto and tractor shop at Qu'Appelle.

W. L. Hubbs is the owner of a new implement business at Cupar.

H. B. Ryan is owner of an automobile concern at Netherhill.

Ed. Griffiths has opened an automobile business at Springwater.

P. S. Clark, has commenced in the harness business at Bladworth.

P. Boisclair has opened for business in an auto concern at Munson.

G. E. Smith reports business good in his automobile lines at Fenwood.

S. Kadla has commenced in the automobile business in the village of Birsay.

The Canadian Oil & Gas Co. was recently incorporated at Winnipeg.

Fiss Bros. have commenced an automobile business and garage at Alliance.

The Dominion Battery Co., Winnipeg, has received a Dominion charter.

W. J. Duchesneau has commenced in an automobile business at Hamiota.

The Service Garage is the latest addition to the automobile trade at Stonewall.

Estridge & Orchard have commenced an auto and tractor business at Delisle.

Porter and Bowden are owners of a newly started auto business located at Vernon.

Partnership has been registered at Winnipeg in the Universal Lightning Rod Co.

E. F. and J. H. Marshall have formed partnership in a harness business at Perdue.

Holloway & Damelson are finding business good in their auto store at Star City.

A new automobile business has been opened at Rimbey by a dealer named Connelly.

Kendall and Hack have formed partnership in an automobile concern at Goodeve.

C. B. Patterson has sold out his automobile business at Vancouver to R. H. Crichton.

Drummonds Garage, Edmonton, has been sold to two dealers named White and Blake.

John Howat, a dealer in oil at Neepawa, has sold out in that town to Stanley Wilkins.

The City Garage and Machine Co., Ltd., is a new concern lately incorporated at Woodrow.

The Jarrow Automobile Supply Co., Jarrow, has been sold to R. Dinich and H. McDougall.

The Eternal Battery Co. of Canada, Winnipeg, has been granted a Dominion charter.

R. J. Wallis has commenced operations in an implement and automobile concern at Eaton.

Partnership has been registered in the Dominion Sewing Machine & Phonograph Co., Winnipeg.

G. H. Romeril, auto dealer at Barons, has sold out his interests in that town to H. E. Miebach.

The Saskatchewan Concrete Culvert and Pipe Co. is a concern recently incorporated at Regina.

The G. & B. Motor Co. is a new firm at Nanton that will handle automobiles and tractors.

Schultz & Deacon are the names of a couple of dealers handling automobiles at Riceton.

W. A. Davenport has sold out his harness business at Macoun to a dealer named J. A. Borrowman.

W. H. Walker, implement dealer at Wadena, has sold out in that town to a dealer named O. Newman.

W. T. Draper, Elgin, has sold out his implement and auto concern to a dealer named J. E. Elliott.

Klassen Bros. have bought out the automobile business at Waldheim, formerly owned by I. I. Newfeld.

James M. Olstead, an implement dealer at Oberon, has sold out at that point to F. D. Radcliffe.

Gerein, Leboldus & Deis have formed partnership in a farm machinery and automobile business at Odessa.

G. Symington, an implement dealer at Tofield, is reported to have discontinued business at that town.

Reid Bros., auto dealers at Cudworth, have dissolved partnership. G. E. Reid will continue the business.

J. L. Boyd, machinery distributor, Regina, spent some time in the territory during the latter part of June.

Quaine & Quaine, implement dealers at Brownlee, have added automobile lines to their business in that town.

C. E. Merrell, the implement dealer at Dauphin, has taken W. T. Greensides as a partner into the business.

The Universal Super-Carburetor Co. of Canada was incorporated at Moose Jaw recently. Capital is $40,000.

Butts & Craig have dissolved partnership in their automobile business at Kinistino. Mr. Butte now has sole control.

It is reported that Line Kimball, an auto accessory dealer at Moose Jaw, has discontinued business in that city.

The Romans Machine & Repair Co., Moose Jaw, have built a foundry in connection with their premises in that city.

The Rodless End Gate Co. of Canada is a new concern lately incorporated at Saskatoon. Capital is stated to be $200,000.

The automobile business at Bethany, formerly controlled by J. C. Richardson, is now being carried on by Richardson & Bradshaw.

The Goodyear Tire & Rubber Company of Canada, Ltd., head office Toronto, has been registered to do business in Saskatchewan.

Partnership in the implement business of Heskin & Cooper, at Norquay, has been dissolved. Chris N. Heskin continues the business.

G. Elliott, auto dealer at Pathlow, has taken a partner into the business which now operates under the names of Elliott & Bennett.

The Townsley Manufacturing Co., Brandon, has applied for authority to increase the capital stock of the company from $20,000 to $60,000.

K. N. Forbes, manager of the Canadian Fairbanks-Morse Co., Winnipeg, was a visitor to the provincial plowing match at Portage la Prairie.

A general meeting of the shareholders of the Lambert Stooker Co. will be held in the Board of Trade Bldg., Winnipeg, opening at 7.30 p.m. on July 21st.

J. C. Cunningham, manager of Western Implements, Limited, Regina, reports a rushing business in the lines of implement specialties handled by his firm.

G. Heuring, manager of Tractioneers Limited, Winnipeg, distributors of the Stinson tractor, recently returned from a visit to the Stinson plant at Superior, Wis.

F. B. Gooder, of the Minneapolis branch, J. I. Case Plow Works Co., recently spent a week with the Western Canadian branches of the Canadian Fairbanks-Morse Co.

McDonald & McKinnon, farm machinery distributors, Winnipeg, are busy booking orders ahead for the 1920 model Briscoe car for which they are representatives in Manitoba.

It is reported that McDonald & McDonald have sold out their implement business at Melville. In the same town Walters and Gehring have changed ownership in their implement store.

C. W. Lochard, formerly assistant manager of the Lethbridge branch of the International Harvester Co., has been transferred to a similar position at the Edmonton branch house.

John Herron, manager of the New Era Farm Machinery Co., Winnipeg, anticipates a heavy thresher demand this fall. He believes that the trouble will be to get supplies in this line.

W. N. Jones, manager of Christiansen Implements, Ltd., Winnipeg, left recently for Sioux Falls, S. D., where he will spend some time at the factory of the Christiansen Harrow Works.

Mr. Broderick, manager of the Saskatchewan Motor Co., Regina, states that they are doing good business in the sale of their Genco lighting plants. They will show this line at the leading fairs.

The Alberta Dairy Supplies Co., Edmonton, a concern handling milking machines and dairy equipment have applied for authority to increase the capital stock of the company to $50,000.

Ralph Greene, formerly traveller in Manitoba territory for the Anderson-Roe Company, has taken a position in the machinery department of the United Grain Growers, Winnipeg office.

C. W. Northcott, manager of Goold, Shapley & Muir Co., Ltd., Regina, reports business very brisk for this season of the year. The company have experienced a remarkable demand for their windmills this season.

D. N. Jamieson, manager of the Winnipeg branch, R. A. Lister & Co. of Canada, is now back at his desk. He has been in Toronto for the past few months taking temporary charge of the company's head office in that city.

W. M. Jones, manager of Christiansen Implements, Ltd., Winnipeg, reports that the company held their annual meeting at the end of June. The company experienced a very satisfactory year and look forward to a heavy fall demand for their products.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, recently returned from an extensive trip through southern Manitoba territory. Mr. Donovan reports crop conditions excellent and looks forward to a busy season in the binder engine trade.

W. Harrington, manager of the Canadian Oliver Chilled Plow Co., Regina, paid a visit to the head office and factories of his company at South Bend, Ind., the latter part of June. Mr. Harrington reports a heavy demand for their plow lines, the difficulty being to get adequate deliveries owing to transportation conditions.

W. Umbach Weds

W. Umbach, Portage la Prairie, western manager of the Waterloo Manufacturing Company, married Miss E. A. Cameron on June second. The honeymoon was spent at the Pacific Coast and in the Rockies. Mr. and Mrs. Umbach will reside at 64 Broadway North, Portage la Prairie.

Kohlman Succeeds Berve

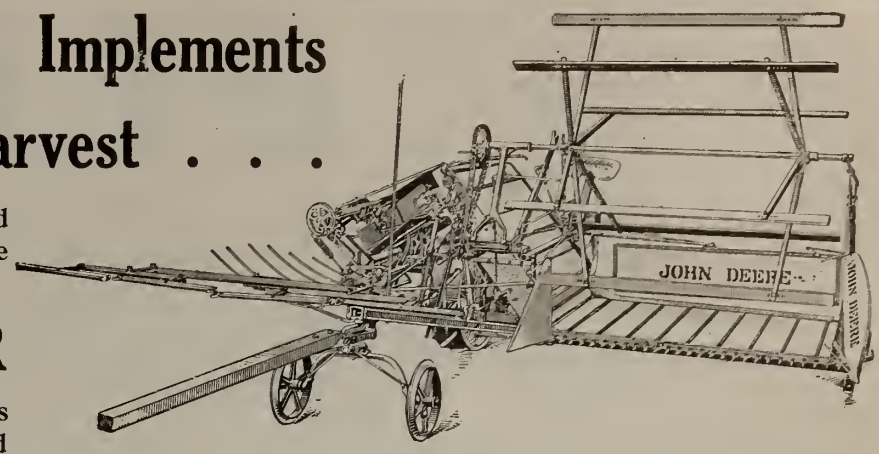
H. H. Kohlman, formerly assistant manager of the Regina branch of John Deere Plow Co., has been appointed branch manager succeeding N. O. Berve, who has resigned. It is stated that Mr. Berve will devote his time in future to his large farming interests.

Vice-President of International Dead

Philip Sidney Post, vice-president of the International Harvester Co., died on June 27th, at his home in Winnetka, Ill., after a brief illness. Judge Post was appointed general attorney of the Harvester Company in 1910, for two years previously having been assistant general counsel of the corporation. After eleven years of arduous and important service in the law department he was made a vice-president of the company in May, 1919.

The deceased gentleman took a conspicuous part in the development of the company's policies relating to its welfare activities, such as pensions, employees' insurance, savings and profit sharing plans and also in framing its industrial relations plan. Mr. Post graduated in 1887, studied law at Washington, worked as a newspaper correspondent and had much experience as private secretary to the U. S. Commissioner of Patents. In 1895 he took up his profession at Galesburg, Ill., being county judge.

Farmers Find JOHN DEERE Implements Get the Most from their Harvest . . .



That's why it is profitable for any dealer to handle and sell John Deere Farm Machinery—unequalled for service and satisfaction.

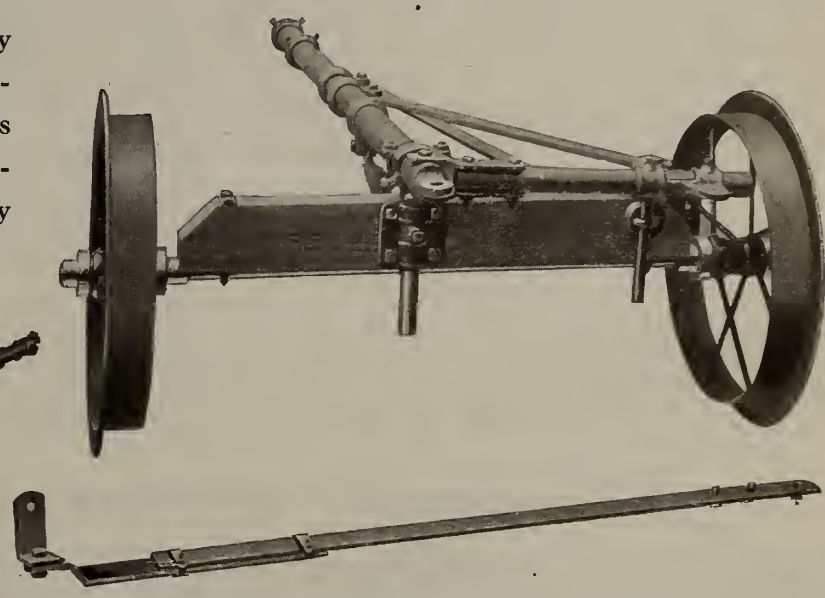
JOHN DEERE GRAIN BINDER

Farmers who have used it for many years testify to its economical and satisfactory operation. Especially designed and constructed with many additional features such as rigid and strong main frame, heavily reinforced angle sill platform, hardened knotter, 3 packers instead of 2, simple but effective bundle carrier, quick turn tongue truck, large drive and grain wheels. Sizes 6, 7 and 8 ft. cut. Send for folder giving particulars of this ready seller.

The New Hansmann Automatic Binder Hitch

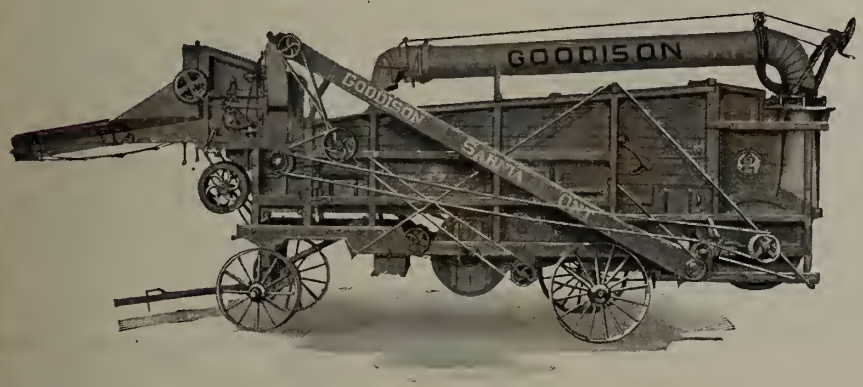
For years the world's standard binder hitch for use on any make or size of harvester. It takes a hitch for each harvester. No side draft—no breakage—no delay. Works automatically. Cuts the corners square. Works advantageously on John Deere Grain Binder. Also with Waterloo Boy and other tractors.

Hitch for Single Binder—attached at regular draft points.



Hitch for Two Binders—2 automatic hitches—1 truck to carry hitch connection between binders—1 drawbar to connect first binder with truck drawing second binder.

The Goodison Separator



It is a money maker for the dealer as well as the farmer. Operates easily—handles the grain fast and threshes it all. Operates steadily—Standard separator not a junior or cut down. Made in sizes 22-38 and 24-42. Regularly equipped with self feeder. 14 foot Hart Register and Goodison Windstacker. Goodison folder "Features and Feathers" gives full information. Write for it now.

WATERLOO BOY KEROSENE TRACTOR—Reliable and Economical

JOHN DEERE PLOW COMPANY LIMITED

WINNIPEG REGINA SASKATOON CALGARY EDMONTON LETHBRIDGE

Samson Tractor Company Enters Canada

The Samson Tractor Company, Janesville, Wisconsin, announce that they expect to open a branch in Canada during this month. This branch will take care of the distribution of the Samson line of trucks and tractors throughout Canada. This company is a branch of the General Motors Corporation.

The company are now building two tractors in quantity—the model "M" Samson, a heavy duty model, hundreds of which are being shipped, also the "Iron Horse" tractor, a new four-wheel drive tractor, with short twin design, which was placed upon the market recently.

The "Iron Horse" tractor drives like a team—with lines. One man operates it. Riding on the implement he is able to drive and at all times control the operation of the tractor by means of the lines—he pulls on the right line to turn to the right, on the left line for a left hand turn, and pulls on both lines to stop. The Samson Iron Horse is designed to do the work of three horses and, in addition, it is equipped with pulley for belt power for all sorts of farm jobs such as grinding, shelling, sawing wood, etc.

In draw-bar work it will handle a two or three horse grain drill, a single disc, a harrow, a mower, a corn planter, a two-row corn cultivator, a bean and sugar beet cultivator, a corn binder, a three horse plow, a hay rake or tedder, a wagon with a hay loader, road drag, scraper or grader. And when a new cultivator, corn planter or mower is needed, it is not necessary for the owner of the Samson Iron Horse to buy the entire new machine, as it is stated by the manufacturers, special attachments are provided for the Iron Horse at about half the cost of the whole new implement.

Though formally announced for the first time, the Samson "Iron Horse" has been tried in all parts of the States for over a year and is said to have proven satisfactory in every sort of field test.

On account of highly efficient quantity methods of production the General Motors Corporation state that the "Iron Horse" will be sold at the very low price of $650 f.o.b. Janesville, Wis.

Give Him a Chance

The salesman is the pioneer in business, the missionary of trade, the advance agent of prosperity. When he calls on you, give him a minute or two, that he may tell his story. What he has to say may prove to be of great value. You have all to gain and nothing to lose by listening to him

Listers Suffer Fire Loss

On June 15th, fire caused a heavy loss to the R. A. Lister Co. of Canada, Winnipeg. A large warehouse at 860 Wall Street, in which their threshers were stored, took fire and was completely destroyed. The south half of the warehouse was rented by a company dealing in hay and straw, and the fire started in that section, sweeping through the building so rapidly that nothing could be done to save the contents.

Fifteen separators and a valuable stock of repair parts were destroyed, although fortunately the warehouse was a considerable distance from the main buildings and warehouses of the company. D. N. Jamieson, manager of the firm, reports that the total loss is $10,000, with insurance amounting to $7,000.

Sisal Stocks Low

Cordage Trade Journal reports that Mexican stocks of sisal fibre are low. Stocks in Progreso in May were only 63,611 bales as compared with 108,122 bales at the same period in 1919. Stocks in Merida and inland amounted to 248,000 bales at the above date, compared with 329,800 bales in 1919. The stocks in Yucatan showed a reduction of 136,311 bales in the year. United States stocks of Mexican sisal, on June first, show an increase of 76,217 bales, but the net reduction of visible stocks of the fibre aggregate 60,094 bales.

Cravath in New Post

L. B. Cravath goes to the J. I. Case Plow Works Co., Racine, Wis., as a special representative of the home office sales department. Mr. Cravath formerly represented the Advance-Rumely Co. at Calgary, Alberta; was general sales manager of the Cleveland Tractor Co., Cleveland, O., and was vice-president and general manager of the Hession Tiller and Tractor Co., Buffalo, N. Y.

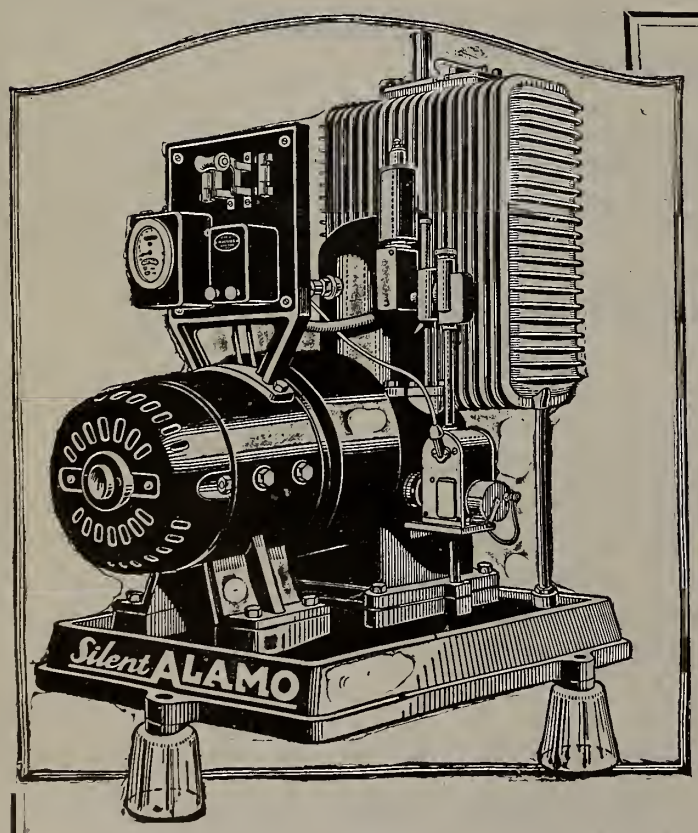
Wheel Manufacturer Dead

A. W. Benjamin, head of the Benjamin Wheel Co., Yarker, Ont., died recently. The late Mr. Benjamin conducted a wheel and axle factory in Yarker for many years, making most of the wheels used by the McLaughlin Carriage Co., Oshawa. Later, when the latter company went into the automobile business, Mr. Benjamin took up the manufacture of automobile spokes and wheels.

New Briscoe Cars Now on the Market

The new model 1920 Briscoe car is now upon the market. A. H. Laidman, manager of the Canadian Briscoe Motor Co., Ltd., Brockville, Ont., states that judging from the enquiries which they have been getting in connection with this new car, there is going to be an exceptionally big demand for it.

Attention is directed to the company's announcement elsewhere in this issue, which covers very completely the constructional features and power plant of the new Briscoe. The car has a splendid finish and appearance, and Briscoe distributors believe that the 1920 model is a 4-cylinder car without an equal in Canada. The Briscoe will be shown at the Brandon exhibition.



ELECTRIC LIGHT AND POWER FOR THE FARM

This plant is made in two sizes: 100 and 120 lights. No other plant in the world combines the features listed below. Adapted to home, farm, store, hall or school use. Dealers who sell the Silent Alamo get the lighting plant trade in any territory.

Silent ALAMO

10 Important Selling Features

1—Ide Super-Silent Motor—rotating sleeve-valve type, practically noiseless.
2—NO VIBRATION—due to scientific balance and noiseless sleeve-valve motor.
3—Complete, compact unit—all parts, except battery, mounted on metal base. No other foundation needed.
4—All moving parts enclosed—insures long service and safety.
5—Motor automatically controlled. Gives battery a tapered charge which insures long life. Motor stops when batteries are fully charged.
6—All points oiled by rotary force pump under pressure.
7—Automatic throttle governor controls speed of engine at all times—prevents racing.
8—No spark plug fouling, due to sleeve-valve construction.
9—No carbon trouble, due to sleeve-valve construction.
10—No valves to grind, due to sleeve-valve construction.

DEALERS: YOUR TERRITORY MAY BE OPEN. WRITE

Sell the plant with ample lighting capacity for any farm, and that operates the cream separator, washer, churn, etc. There are profits and prestige awaiting you in this agency. Get full particulars.

ROBINSON-ALAMO, LIMITED
140 Princess Street Winnipeg, Manitoba

SEE IT IN OPERATION AT BRANDON FAIR

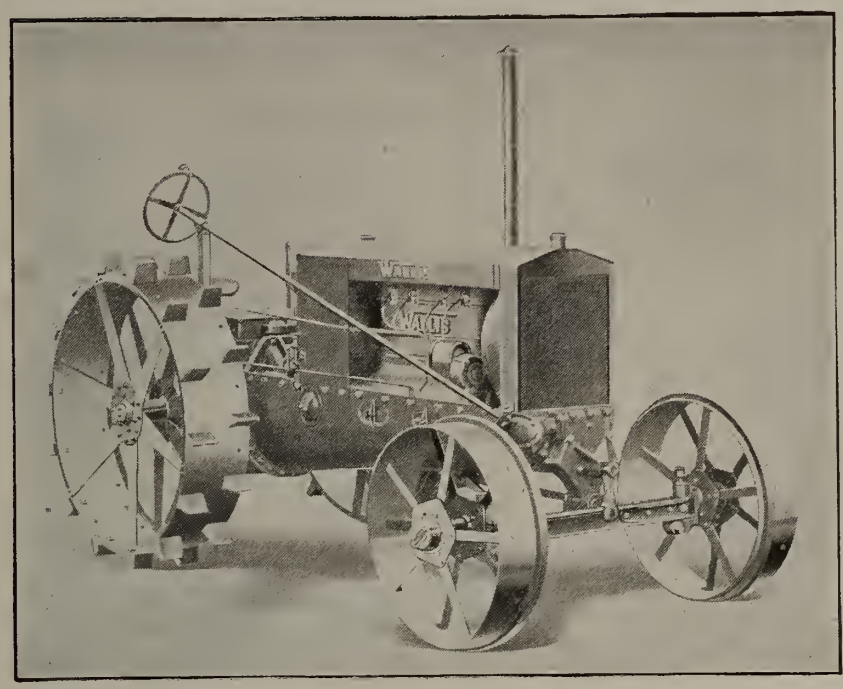
Satisfy yourself regarding Silent Alamo Supremacy. Note the entire absence of vibration; its safety, compactness, economy and automatic operation. Bring your lighting plant prospects with you.

WALLIS

America's Foremost Tractor

The Triumph of Modern Tractor Engineering

From the early days of the tractor industry, Wallis quality and efficiency have proved supreme. Wallis design is accepted everywhere as a master achievement. The Wallis powerful valve-in-head motor has given impressive evidence of its value for over 12 years.



Choose a tractor that will mean a satisfied customer with every sale. With Wallis you build a tractor business that will endure and increase. This tractor offers you the opportunity to become identified with a permanently successful tractor business.

It Led the Field

At the Provincial Plowing Match at Portage la Prairie, in the open tractor competition, W. J. McCuaig won with a total of 88 points. He operated his Wallis Tractor and 3-furrow J. I. Case plow.

See Our Display at the Fairs

We will have a complete display of our lines on view at the various Exhibitions and will be glad to meet you.

This medium weight machine has tremendous strength, due to such advanced ideas as the "U" frame construction—the strongest, lightest foundation ever built into a tractor. Cut and hardened steel gears, fully housed, operate in a constant flow of clean oil. Motor has removable cylinder sleeves and completely machined combustion chambers. Roller and ball bearings throughout. High tension magneto with impulse starter. Hydraulic type governor. In the Wallis, bulk and heavy weight have been supplanted by compact design and fine engineering. Evidenced by the steadily increasing demand, the farmer is voting for Wallis assurance, dependability and durability. Ask us for full information and agency particulars.

FAIRBANKS-MORSE Separators Thresh Clean

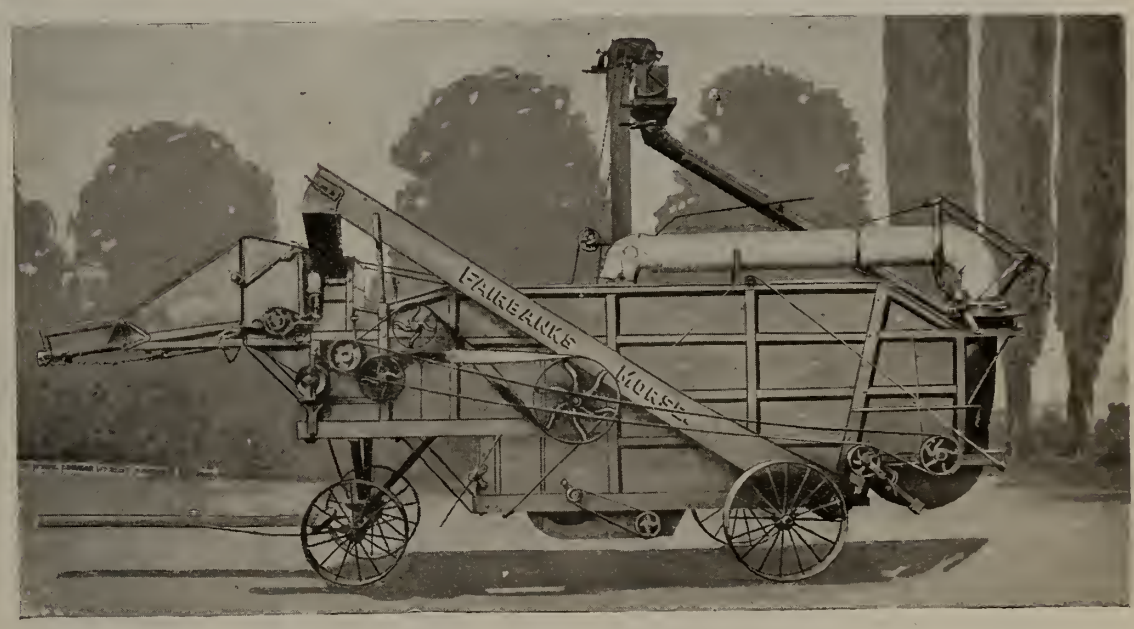
MADE IN TWO SIZES:

20 x 42 24 x 46

Our Separators are especially designed for tractor use and are built to stand the load of the heaviest crop. Their proven record of quick, clean work, easy operation and large capacity, are big selling factors. They assure your customers maximum crop value.

MAKE THIS YOUR RECORD THRESHER YEAR

Equipped with heavy double-bar cylinder, running in self-aligning bearings. Large grate surface and extra wide body. Double-belted deck. Look over the construction of the Fairbanks-Morse Separator; satisfy yourself of its inbuilt quality. Designed for handling Western crops, it has immense capacity. Agency information submitted on request.



THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

SASKATOON WINNIPEG CALGARY (Opening at REGINA Shortly)

We Manufacture and Distribute:

Type "Z" Stationary Engines—Fairbanks-Morse Separators—Wallis Tractors—J. I. Case Tractor Plows—Grinders—Crushers
Electric Lighting Plants—Portable Grain Elevators—Fairbanks Scales—Windmills—Water Supply Systems
Pumps—Pump Jacks—Washing Machines, Etc.

A New Harvester Stacker

In grain growing sections, it is often the case that the grain must stand in shock for a long time, awaiting the services of the thresher. In such an event the farmer is prevented going ahead with his fall plowing on account of his fields being covered with shocks. To obviate this delay, a harvester stacker has been developed and tried out by the Christiansen Harrow Works of Sioux Falls, S.D. It is stated that this machine has been thoroughly tried out and has given most efficient results. It will be manufactured in Canada by Christiansen Implements, Limited, Winnipeg.

The accompanying photograph gives an idea of the design of this combined harvester-stacker. The machine, says the manufacturers, builds a stack eight feet in diameter by seven to eight feet high. The grain is carried from one end of the field to the other and, it is stated, is set up in a snug stack, where it can cure. The harvester attachment cuts the grain, which is elevated into the large two-piece circular hopper, as shown. The necessary

A Newly Developed Machine that Cuts, Elevates, and Stacks the Grain. It is claimed that it saves Twine, Grain and Time for the Farmer.

reel, platform and elevator perform this operation. Below the hopper is a circular table which rotates slowly, the grain being fed onto this table, heads in, and turning with the table until the hopper is full. The cone-shaped roll, which will be observed above the hopper, tops off the stack to any angle desired. The method of unloading is as follows:

The rear half of the hopper raises clear above the stack, and at the same time the front half of the hopper slides rearwards along the straight guides, discharging the stack along the inclined surface behind, and it is said, setting it squarely and firmly on the stubble.

The aim of the manufacturers of this combined harvester stacker is to eliminate all waste of grain, as well as of twine, and to do away with shocking expenses. It is claimed that the machine saves all loose grain, and will handle short and stubby grain equally as well as an even well-grown crop. The tying is eliminated and the short grain is stacked and not lost and wasted.

The machine can be handled by a tractor and one man, and has few parts to wear out. Its claims for efficiency are in the saving of twine, shocking expenses and in the grain saved. The stacks can be threshed with less expense than when the crop is stooked, as less time is required. This machine is being shown at the leading state fairs this summer and fall.

Overseas Demand for Canadian Made Tractors Increasing

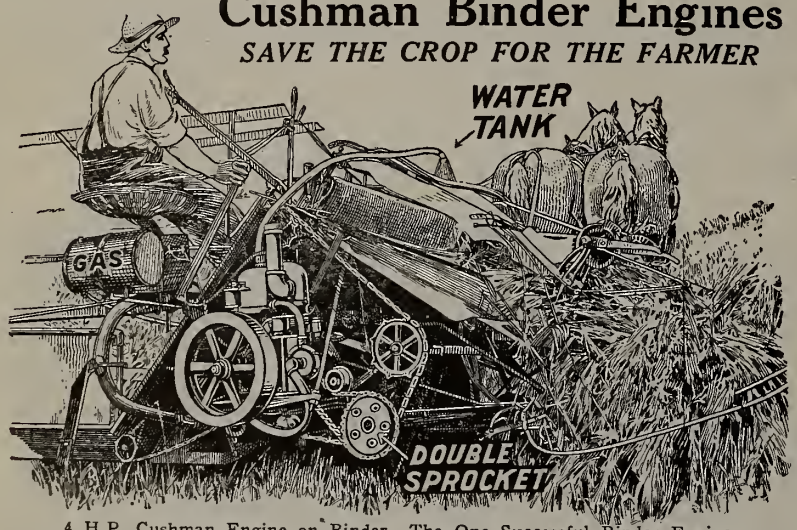
The announcement that the export business of the Chase Tractors Corporation of Toronto is rapidly increasing, strengthens the opinion that high grade tractors will soon be in universal demand.

Already the Chase corporation have filled orders received from the Anglo-Brazilian Exploration and Trading Company of Rio de Janeiro, Brazil, and during the month of July will ship machines to both England and Jamaica.

As the orders came from buyers who see all kinds of tractors demonstrated, and are in a position to judge and select the very best—the fact that they chose the Chase on its performance is most significant and gratifying. The Chase tractor is built in Canada by Canadians, and is claimed by the manufacturers to be the highest grade tractor made.

Cushman Binder Engines

SAVE THE CROP FOR THE FARMER



4 H.P. Cushman Engine on Binder. The One Successful Binder Engine.

The 4 H.P. Cushman Engine is the original and one successful Binder Engine. Attaches to rear of binder, and drives all machinery, leaving horses nothing to do but pull the machine out of gear. SAVES A TEAM on the binder, and in wet seasons saves the crop. Thousands of acres of grain are saved every year by the Cushman that otherwise would be a total loss to the farmer.

Very Important— The weight of the engine on the rear of the binder, only 167 lbs., is balanced by the simple cone water cooler on the front of the binder. This balancing, and the water cooling, to PREVENT OVERHEATING ON ALL-DAY RUNS, are necessary to successful work in a hot field. Attachments for any binder.

Same Engine Does all Other Farm Work for Your Customers

This same Cushman Binder Engine is used for all other jobs on the farm, up to 4 h.p. It does the small jobs just as economically as a small engine.

4 H.P. Truck Outfit same Engine used on Binder.

Cushman 2-Cylinder Engines

Two-cylinder Cushman Engines of larger size, for heavier farm work, are made;

8 h.p. weighing only 325 lbs.
15 h.p. " " 780 lbs.
20 h.p. " " 1200 lbs.

Dealers: Write for Agency Particulars

CUSHMAN MOTOR WORKS OF CANADA, LTD.

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

Better Value for Your Customer

Sell the Time Saver Engine Drive Washer and give your customer the best possible value.

Sell as well a BT Line Shaft and a BT Gasoline Engine. The Engine and Line Shaft will run churn, grindstone, separator, and all the other small machinery. They are a neat, compact power plant for running the domestic appliances. A card will bring full details.

BEATTY BROS. LTD.

St. John, N.B.
Montreal, Que.
Vancouver, B.C.
Fergus, Ont.
London, Ont.
Winnipeg, Man.
Edmonton, Alta.
London, Eng.:
16 Holborn Viaduct

TIME SAVER

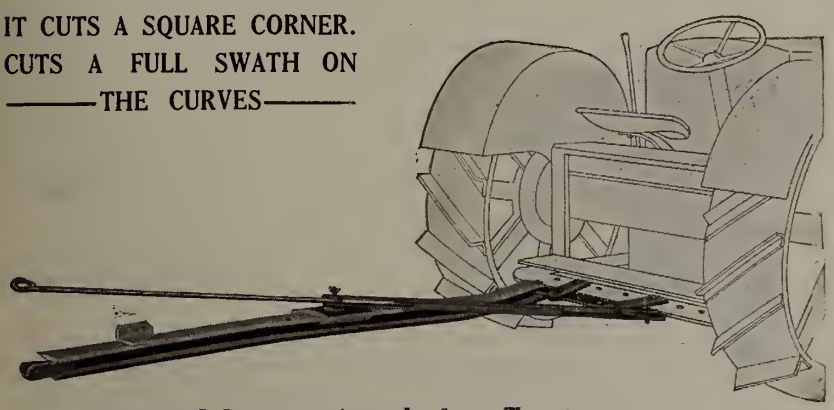
Time Saver Engine Drive Washer

TWO WINNERS!

The CASWELL BINDER HITCH for Tractors

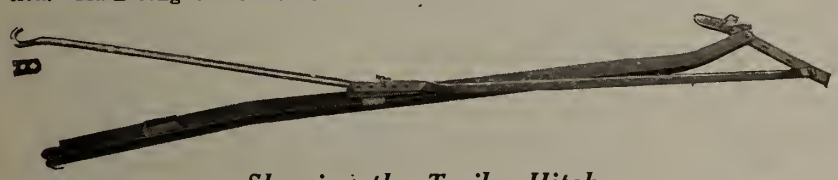
Has No Competitor in Performance

IT CUTS A SQUARE CORNER.
CUTS A FULL SWATH ON
———THE CURVES———



Universal Pattern Attached to Tractor

Simple, powerful, efficient. Takes a full swath all the time, in crooked and straight field. Entirely AUTOMATIC. Requires no attention. Has four times the efficiency of an Offset Tongue. Cuts, and keeps, a square corner in half the time required by horses. No skipping or running down of grain. Anyone can attach it to any binder or make of tractor. All steel construction. Main tongue a 3-inch structural steel "I"-Beam.

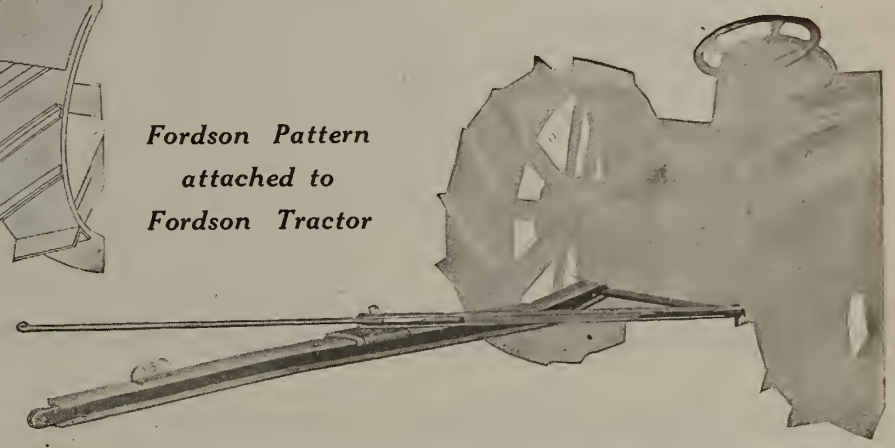


Showing the Trailer Hitch

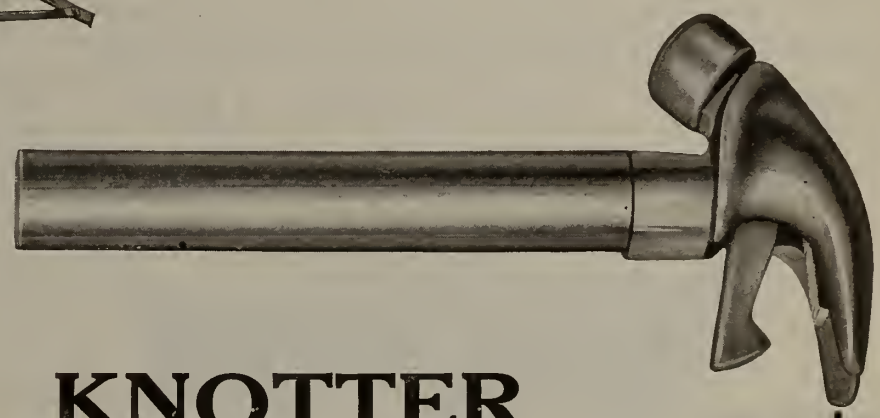
A 100% KNOTTER

ADJUSTABLE TO ANY TRACTOR
AND WITH ONE OR MORE BINDERS

Fordson Pattern attached to Fordson Tractor



THE TRAILER HITCH is of the same cross reach—scissors type—as Front Hitch, but is longer and attaches to preceding binder by heavy strap irons passing under binder frame, fastening at three points. Easily made rigid, to trail front binder for road travel.



The UNI-TY KNOTTER

. . . for . . .

DEERE, DEERING and McCORMICK BINDERS

Uses Any Size of Binder Twine Perfectly

WRITE FOR PRICES OR ORDER
—— A SAMPLE TO-DAY ——

Ask for Descriptive Literature

It's the Yielding Jaw That Does It

D. ACKLAND & SON LIMITED

WINNIPEG, MAN.

In All Parts of the Dominion

Implement dealers and agents can point to customers who are using

OK CANADIAN POTATO DIGGERS

and getting excellent results

Many letters have come to us from potato growers who have bought OK Canadian Diggers after watching them operate on neighbouring farms

The best kind of selling argument is the one that is built on achievement and satisfactory service. The achievements of OK CANADIAN Diggers are satisfying owners all over Canada

Western Dealers should write

Anderson-Roe Co., Limited

Winnipeg, Man.

Our Western Distributors who have a good stock of machines on hand.

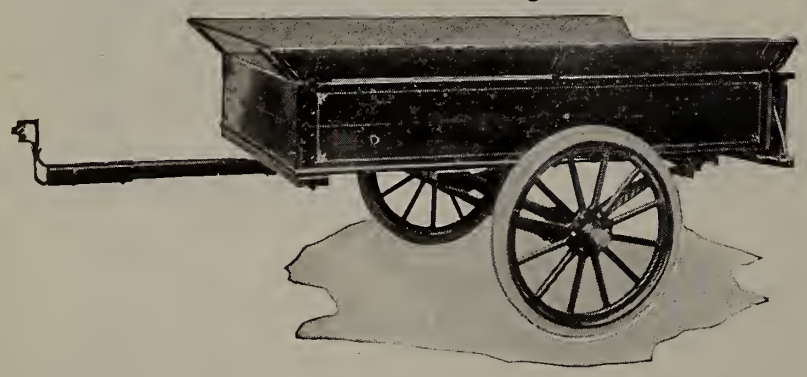
Canadian Potato Machinery Co., Limited

66 STONE ROAD, GALT, ONT.

Makers of OK Canadian Planters, Diggers and Sprayers, two-row and four-row

CARRIAGE FACTORIES LINE — OF AUTO TRAILERS —

Low Prices to Reduce Large Stocks



Model "F" has 2" solid rubber tires, ball bearings, Ford or elliptic spring Hitch.

Model "D" has steel tires and friction axles, Ford or elliptic spring Hitch.

Body Dimensions:—72 x 42 with 11" panel and 8" shelvings.

Write for Prices to :—

McDONALD & McKINNON, Winnipeg, Man.
ANDERSON-ROE CO. LTD., Regina, Sask.
NEIL RANEY, Red Deer, Alta.

Special discounts on quantities.

This is a splendid opportunity to secure a profitable line for which there is an increasing demand.

Belt Power and the Tractor

In selling the tractor, the average dealer usually dwells largely on the factor of haulage, especially its value as a power plant for plowing. Yet the tractor would not be an economical power unit were it used for haulage alone. A recent investigation, held among tractor owners in the States of Minnesota, South Dakota, North Dakota and Montana revealed the fact that of the total number of days per year they used their tractors, a large percentage was for belt work. Here are the figures:

States	Days draw-bar work	Days belt work
Minnesota	87.85	68.59
South Dakota ..	108.57	100.37
North Dakota ...	114.53	62.64
Montana	214.17	40.45

How many tractor dealers or salesmen use the belt power argument to its full advantage? Many consider it of minor importance and are inclined to take it for granted that the farmer knows all about that part of it. Facts and figures on the belt power uses of the tractor are valuable sales artillery for the dealer.

Canada's Wealth and Trade

To-day the wealth of the Dominion is estimated at $16,000,000,000. Deposits in Canadian chartered banks in 1891 totalled $148,396,968; to-day they amount to $1,807,096,900. The total trade of the Dominion in 1891 was $209,004,323, imports being $111,533,954, and exports, $97,470,369. In 1919, the total trade was $2,235,928,072, imports being $941,007,700, and exports $1,294,920,372. Total trade in the former year was about $40 per capita; last year it was $248 per capita.

What the Farmer Wants

In these times the farmer, like the rest of us, has many wants. But in connection with farm machinery, farmers seem fairly unanimous on one point, and that is on the necessity for service. This is emphasized in view of the labor situation on farms. At a recent meeting of the sales manager department of the U. S. National Implement and Vehicle Association, a farmer, in giving his views of what agriculture requires from the implement industry, said:

"The one thing which the farmer wants from the manufacturer, especially the manufacturer of machinery, is service. He must have machinery and, of course, we are the fellows who buy practically all of what you manufacture.

"What we want is not big repair supplies held in the local shops. What we want is standardized service on our farm machinery, and that is one thing which you men can help bring about which will help solve this whole farm problem, help solve the farm help situation more than any other one thing which you can do that I now think of. Make some interchangeable parts.

"And it is not only that. Where a dealer has to carry large stocks of supplies of very many different kinds he has to have an overhead expense which the farmer after all pays. We are the fellows that pay the bill."

Road Scrapers Advance

A recent advance in the price of road scrapers is reported, showing 19 per cent over previous quotations. Greatly advanced cost of materials is named as the chief cause responsible for the price change. Present quotations for the various lines vary from $17.50 to $21 each.

Hart-Parr Issue Catalog

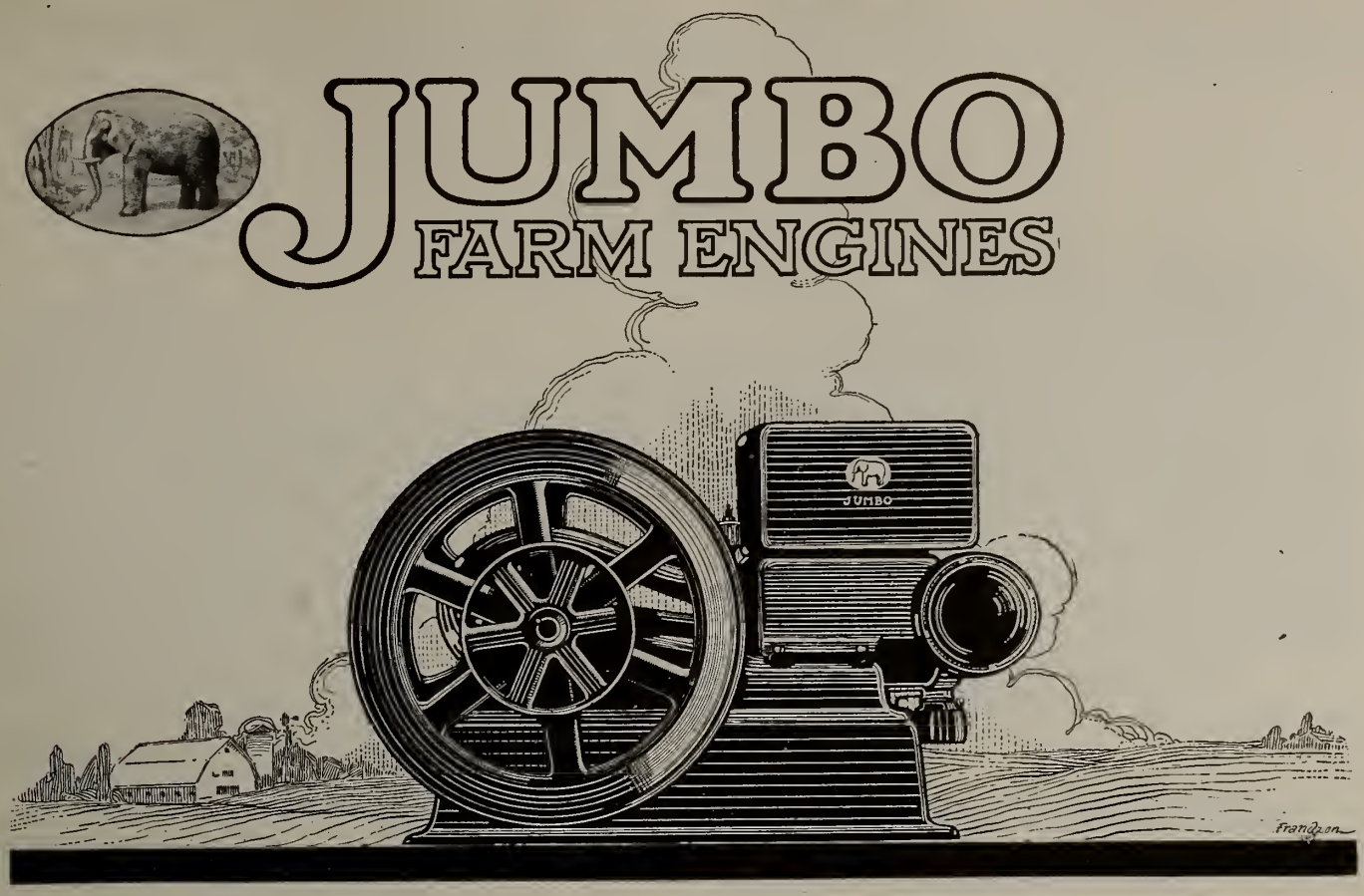
The Hart-Parr Co., Charles City, Iowa, recently issued their new catalog describing the Hart-Parr "30" tractor. This catalog is fully illustrated, and the description of the mechanical features of the tractor are condensed yet cover the subject very thoroughly. Hart-Parr dealers in Western Canada will find a wealth of sales information and data on performance in this new catalog.

The Avery Instruction Book

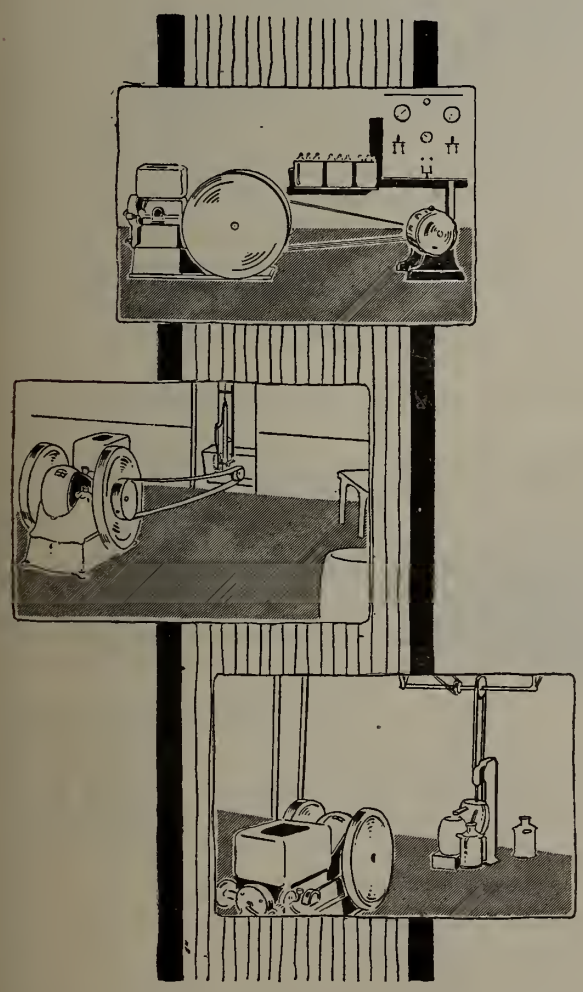
The Avery Company, Peoria, Ill., have issued their Instruction Book for 1920. This publication, comprising over a hundred pages, deals very fully with the operation and care of Avery tractors, with especial reference to making repairs. A handy section deals with the laying out of fields in plowing, and a supplement by L. R. Van Valkenberg, service engineer of the company, covers the testing and repairing of magnetos in a thoroughly complete manner. A handy index of helpful hints to owners of tractors, separators and plows is a valuable edition to the 1920 edition of this interesting manual.

It takes push and pep in advertising copy to make it pull.

Even the dead-beat is popular with the politico-merchant on election day.



This Means More Business For You



Your success depends upon the satisfaction your customers get from the goods you sell them.

You can count on Jumbo Engines to give satisfaction because they are built by men who know farmers' problems. More than 100,000 particular farmers have bought Jumbo Engines and are satisfied with the purchase.

Jumbo Engines give reliable power at low cost, they are easy to start, in any kind of weather, easy to understand and care for.

Kerosene or gasoline Throttling Governor Engines 3, 5, 7, 12 horsepower, governed by a governor that really *governs,* Jumbo Engines have the right speed for every change in load. Gasoline hit-and-miss type $1\frac{3}{4}$, $2\frac{1}{2}$, $4\frac{1}{2}$, 6 and 9 horsepower.

Dealers interested in a business-building farm engine should write our nearest branch to-day for full particulars on the Jumbo Farm Engine.

Manufactured by Nelson Brothers Company
Saginaw, Michigan, U.S.A.

Also manufacturers of Jumbo Motor Trucks, Feed Mills, Pump Jacks

TUDHOPE-ANDERSON CO. LTD., ***Western Canadian Jobbers***

WINNIPEG REGINA SASKATOON CALGARY

Manufacturing and Shipping Under Difficulties

When the dealer finds delay in securing machines contracted for, and on which deliveries are late, he is naturally irritated, but a study of the difficulties which have to be faced these times in manufacturing will give some good reasons why the shipment of goods is retarded.

An Eastern Canadian tractor concern, for example, has a large number of tractors all ready for completion — awaiting motors. These have been shipped from the U.S. factory, but neither the railways or anyone else know where they are. This manufacturer obtains a certain percentage of his motor requirements by shipping them across Michigan in motor trucks, across the river into Ontario.

Another manufacturer wants certain parts for a machine from the United States. Normally these come in 200 and 300 pound lots by express. An embargo on both express and freight comes into force at the shipping point in the United States, and the manufacturer has to depend upon small lots shipped by parcel post. Still another manufacturer uses a special coil spring which he gets manufactured in New Jersey. He has to send a motor truck from Western Ontario to New Jersey to bring back a load. A manufacturer of washing machines has also to send a truck into the United States in order to get a load of the necessary parts which holds up production. Another manufacturer of wood goods, who imports a certain class of wood from the United States, finds it necessary to ship the stock from a point west of Chicago down to the Southern States and back again to Canada. Only in this way could he get around certain freight embargoes which existed in the United States.

A shipment of milking machines arrives—after many days, as they say in novels. Alas, the box containing the teat cups is lost and the transportation company cannot locate it. There is no doubt that freight conditions in the United States have a marked effect upon farm equipment deliveries in Canada, but we must recollect that similar delays exist in that country. For example, a shipment of spark plugs from Detroit to New York was sent by men—who boarded the train, each carrying a sixty pound box. Scores of similar examples could be given.

In order to retain skilled labor, even when slack, some Canadian manufacturers are paying high wages to mechanics and using them on plain labor work that could be handled by cheap men. The factor of delayed shipments has still another effect upon the factory. If a new machine is required, who can say when it will arrive? If a repair part for an important machine necessary to production is reposing snugly in a car that is sidetracked at some forlorn spot, the result is that output is delayed and jobbers and dealers wait for the goods.

No, taking the present labor and material situation into account, the lot of the manufacturer, like that of the policeman, is not a happy one. While it is not a good time for any dealer to stock more than he absolutely must, it is, however, essential, if he hopes to get the goods when the customer will need them, that he get definite orders well ahead and transmit same to the distributor or factory in adequate time to ensure delivery. But the last factor in the case—the farmer—still continues to think, in many cases, that he can order a machine and get it within a week. So like the manufacturer, the dealer also has his tribulations.

Recently over 4,000 U.S. business men met at Atlantic City to devise means of increasing the output of necessities. "Give us cars," was the keynote of the meeting, coupled with the fact that the gathering of raw materials was becoming more and more difficult. To-day the problem of labor and transportation has a vital effect upon the entire industrial system.

Catalog Describes Wallis

The J. I. Case Plow Works, Racine, Wis., lately issued a new miniature catalog on the Wallis tractor. The catalog is fully illustrated with photographic reproductions showing the Wallis doing every conceivable class of farm work. Sectional drawings and individual engravings of component parts in construction give a good idea of the excellence of the design of this tractor.

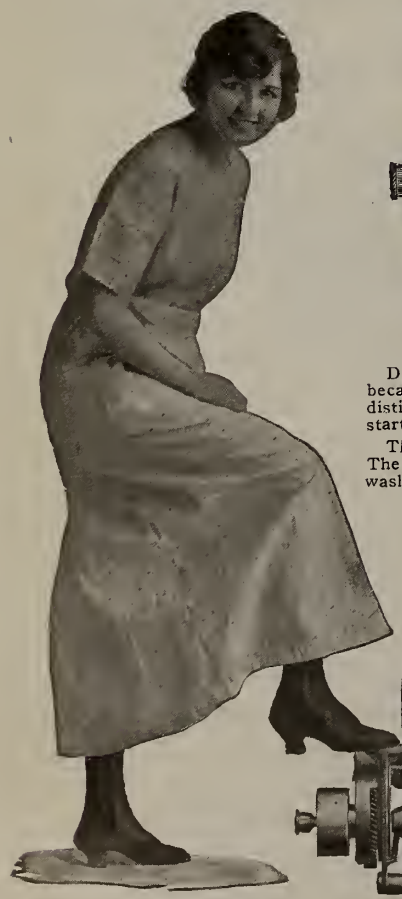
Tractor Advertising Sign

The General Ordnance Co., New York, manufacturers of the G-O tractor, are supplementing their advertising campaign in the press by making liberal use of outdoor advertising bulletins. Arrangements are being made for these bulletins to appear in prominent locations throughout the country where they will attract the attention of thousands of the agricultural public. Each bulletin is 12 feet high by 60 feet wide.

When an Alberta dealer said that he would deliver a bill of goods as soon as the customer made a cash payment the customer said he didn't want to wait that long.

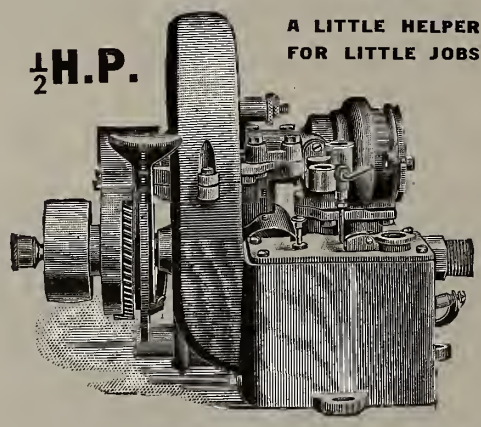
DEALERS — **We farm women want an Engine that starts like this. You just STEP ON :: : THE PEDAL : ::**

Sell EMERSON — "Hafa-Hors" Engines



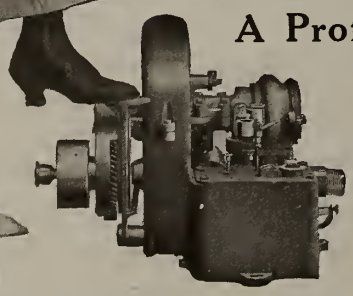
½H.P.

A LITTLE HELPER FOR LITTLE JOBS



Don't overlook the sales field for small engines simply because you sell the heavier sizes. There is, to-day, a distinct need, and an imperative demand, for an easily started half-horse-power engine.

The Hafa-Hors is made in Winnipeg for Western needs. The right size and power for running cream separators, washers, churns, pumps, grain graders, grind-stones, water supply systems, etc. Every farm woman who sees the Hafa-Hors wants one. She knows how it will save drudgery, and she knows that she or the girls can start it instantly by just stepping on the pedal. It is the ideal engine for home or barn use. Costs less than 3 cents an hour to operate. Weighs only 62 lbs. Always ready to run. Perfect speed control. Pulleys can be changed in 10 seconds. And the price is right.



A Profit-Maker for the Dealer

Get a Hafa-Hors on your floor and see the big demand that will follow. Our large factory can supply your needs. Here's your opportunity.

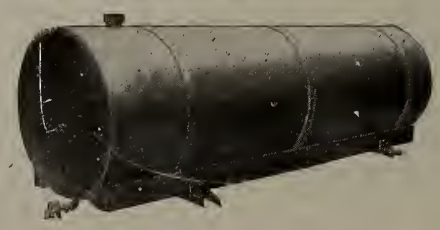
Get the Agency
Write to the . .

Made in Winnipeg

Emerson Manufacturing Company, Ltd.

1425 Whyte Avenue Winnipeg, Man

Right Now on the Eve of Harvest



With Promise of Abundance

MAX OIL WAGON TANKS

Will be in demand to assure Oil Containers in the busy season when they are harder to get

You can make a nice profit by featuring this substantial, well made, reasonably priced article made by

Western Steel Products Limited

WINNIPEG	REGINA	CALGARY	EDMONTON
Man.	Sask.	Alta.	Alta.

Mr. Gerry now has a 25-50 H. P. Avery Tractor Threshing Outfit like the above

Photo of Avery Tractor No. One—Still in Operation

Frank M. Gerry, St. Charles Minn., bought the first Avery Tractor built. It is still in operation.

Read What He Says Here:

ST. CHARLES, Minn.

AVERY COMPANY,
Peoria, Ill.

Gentlemen:

I bought the first Avery Tractor built, a 20-35 H. P. and I have since bought my second Avery—a 25-50 H. P. and an Avery "Yellow-Fellow" Champion "Grain-Saver" Thresher.

My first Avery tractor was the BEST tractor at *that time*, just as my present Avery is the BEST tractor at this time, and I consider that both of these tractors are years ahead of other makes.

In regard to workmanship, quality of material and for ease of handling there is no comparison, as they can be handled as easily as any steamer and give absolutely steady and dependable power. As one old thresher remarked this fall after watching my threshing rig run awhile. "*It's just like threshing with water power.*"

I sold my 20-35 tractor and my outfit is now 25-50 and 28x48 separator with Avery feeder and I consider this an ideal outfit for this section of the country.

My separator has run eight falls and while I am not making a business of threshing I have threshed 175,000 bushels with practically no repairs of any kind, and have yet to put in a new tooth in either cylinder or concave—and I have threshed several pitchforks. A record I think that is hard to beat.

Yours truly,
FRANK M. GERRY.

First Avery Tractor Still Running

—*New Avery Outfit Bought by the Same Owner*

The first Avery Tractor built was bought by Frank M. Gerry, St. Charles, Minn. Now after many years of hard service with this tractor, Mr. Gerry has bought a complete new Avery outfit consisting of a 25-50 H. P. Avery Tractor and a "Yellow Fellow" Champion "Grain Saver" Thresher.

In relating his experience with his first tractor, Avery No. One, Mr. Gerry said:

"I used it for every kind of work imaginable. I plowed, disc-harrowed and seeded thousands of acres, shredded corn, graded roads, threshed and did many other kinds of farm work. I always got good dependable power from it. I believe the Avery Tractor is the easiest to run and the most convenient tractor to handle. That's why I bought my second Avery outfit and that is also why I recommend the Avery Tractor to anyone who wants a dependable tractor."

Avery Features Make Owners Buy Averys Again

Avery Tractors have many exclusive features that have enabled them to go out into the field, do good work and stand up a long time. Some of these features are: The "Draft-Horse" Motor and the "Direct-Drive" Transmission; the Gasifiers with centrifugal action which turn kerosene and low grade fuels into gas and burn it ALL; two-bearing practically unbreakable Crankshaft; Adjustable Main Bearings; Valves-in-Head, Thermo-Siphon Cooling System, etc. *All* these features are found in Avery Tractors from 8-16 to 40-80 H. P., and all help you in selling new Avery outfits to old customers.

Avery features are the reasons why the first Avery Tractor made such an extraordinary record—a record that stands unequaled by any other tractor—and a record that resulted in its owner buying his second Avery outfit.

The Avery Line

includes a complete line of Tractors for every size farm; a complete line of "Power-Operated" Tractor-Drawn Tools and Roller-Bearing equipped Tractor-Driven Machinery.

Find out if the Avery Agency is open in your territory.

AVERY CO., Factory and Main Office, Peoria, Ill.

Canadian Avery Co., Ltd., Winnipeg, Man.

Branches: Regina and Saskatoon Sub Branches: Lethbridge and Camrose

AVERY

Motor Farming, Threshing and Road Building Machinery

Thresher Concern Bringing out New Separator

Francoeur Engines & Threshers, Ltd., Camrose, Edmonton and Saskatoon, announce that they are bringing out a new type of their well-known line of Moody threshers. This machine will be 22 x 36 and will be known as the "Moody-Victor." It will be equipped with either Langdon or Garden City feeders, and the whole design and construction of the separator shows that it is undoubtedly the finest effort in production of the new company. Complete in every detail, with automatic grain register and weigher, manager E. Ellwood, of the Saskatoon branch, states that no pains or expense have been spared in making the Moody-Victor, 22 x 36, a separator that will hold its own against any machine manufactured, for efficient operation and quality construction.

The company are concentrating their efforts this year on their line of Moody individual threshers. These are expressly designed for Western conditions, and are made in the following sizes:

24 x 32, with hand feed and straw carrier; 24 x 32, with hand feed attachments and blower; 24 x 32, with blower and self feeder. These three types, according to equipment, can be operated by an engine from 9 to 14 h.p. The 30 x 38 Moody, with hand feed and blower requires a 14 h.p. engine and the same size outfit, but equipped with blower and self feeder, is usually driven by a 16 or 18 h.p. portable or stationary engine.

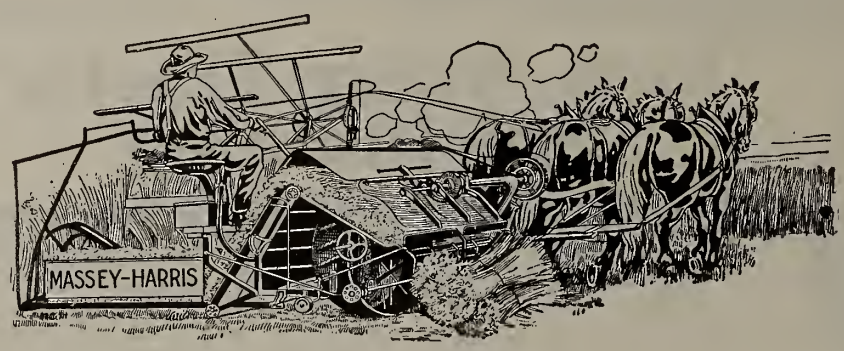
Last year the company found a good demand for their 24 x 32 size from the trade. Owners of 10-20 or 12-25 h.p. tractors have shown a marked preference for the 30 x 38 Moody, states the company. The smaller size is especially adapted for combination use. The makers point out that freedom from vibration is a strong feature in their thresher. The deck and grain pan work independently of the sieve-holders and are carefully counterbalanced. The separator decks are particularly long and wide. A grate is placed directly back of the cylinder underneath the beater, while there is also another grate placed at the extreme end of the deck, next to the blower. Back of the cylinders is a heavy winged metal beater running in the opposite direction to the cylinder, which, it is stated, separates the greatest part of the grain from the straw by catching it as it comes back from cylinder, dropping it down through a grate placed back of the cylinder. This beater functions in preventing the grain from shooting half the length of the deck and passing out with the straw before it can be separated from the latter. A well known feature in Moody threshers is their weed seed bagging attachment, which sacks the weed seeds, keeping them separate from the grain.

Francoeur Engines & Threshers, also have the exclusive sale in Saskatchewan and Alberta of the Favorite thresher as made by Ernst Bros., of Mount Forest, Ont. This machine, is sold in two sizes: 22 x 36 and 24 x 40. The company report that they will have adequate supplies of their lines for the fall demand. They will exhibit their line at the Brandon, Regina, Saskatoon and Yorkton fairs.

Inquiry into Farm Machinery Prices

The Minnesota state department of agriculture recently started an inquiry on the cost of farm machinery and trade practices generally. This is part of a general inquiry in connection with increased living costs. Among those summoned were M. Schibsby, of the J. I. Case Plow Works Co.; C. C. Webber, of the Deere & Webber Co.; P. W. Berry, of the Emerson-Brantingham Co., and C. A. Claypool, of the International Harvester Co.; all of Minneapolis.

Massey-Harris



Binding the Sheaves

BINDING the sheaves is but one of the many acts so effectively accomplished by Massey-Harris Binders. For three generations, it has bound farmer to agent, agent to manufacturer, by standing up under the most exacting requirements.

Convenience of operation, lightness of draft, simplicity, reliability, and durability are responsible for the wide-spread popularity of Massey-Harris Binders.

Twenty-three special features to aid the dealer who handles Massey-Harris Binders. Twenty-three special features to help the farmer who buys one.

Applications for representation in vacant territories should be addressed to the Manager of the Branch nearest you.

MASSEY-HARRIS COMPANY, LIMITED
HEAD OFFICE - TORONTO, ONT.

Branches at—Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current, Yorkton, Calgary, Edmonton. *Transfer Houses at*—Vancouver and Kamloops.

Warehouses at many other points.

Manufacturing Concern Holds Annual Meeting

The annual meeting of the Magnet Metal & Foundry Co., Limited, Winnipeg, was held in the Travellers' Building, Winnipeg, on June 21st. The company's financial statement showed that most satisfactory progress had been made in the past year, and H. R. Eade, manager of the company, stated that they anticipated a heavy demand for their lines this fall and winter. The board of directors were elected and various matters disposed of.

The company are now manufacturing several lines for which it is stated, a steady demand exists in the Canadian West. These lines include: Land rollers and packers, Hoiland wild oat separators, Hoiland grain dips, Hansmann binder hitches, road drags, plow harrows, hay sweeps, the Advance straw spreader, feed cookers, tank heaters, blacksmiths' power hammers, etc. With large manufacturing facilities and up-to-date machine equipment they are in good shape for the production of their lines to meet the demand from the wholesale trade.

Conference will Consider Soil Fertility in Western Canada

To consider the best methods of preserving soil fibre and fertility—an agricultural problem of vital concern to Western Canada—will be the purpose of an important conference to be held at Fort Garry Hotel, Winnipeg, on July 14, 15 and 16, in connection with the semi-annual meeting of the commission of conservation. Particular attention will be paid to the practical problems of the western farmer and the following subjects will be included in the programme with a thorough discussion of related questions:

(1) The rate and extent of exhaustion of soil fertility on western farms;

(2) Conservation of soil moisture and its relation to the physical condition of the soil and to crop production;

(3) Maintenance of organic matter or fibre in the soil with a discussion on the importance of soil fibre;

(4) Rotation suitable for drought areas of the prairie provinces;

(5) Soil and crop management;

(6) Other phases of agricultural problems of the West, such as the prevention of soil drifting, suppression of weeds and the uses of grasses and legumes for the purpose of supplying forage for live stock and humus for the soil.

A thoroughly helpful programme is being arranged by the commission which will be of particular interest to all leaders in agricultural betterment and to those who are engaged in practical farming. Many leading authorities on soils and crops will contribute papers or addresses.

Trinitrotoluene is the most violent explosive known to science —with the single exception of the implement dealer with a sheaf of orders and no goods to deliver.

BEAVER KEROSENE TRACTOR

They Pull the Load and Pull the Trade

BEAVER TRACTORS LEAD IN DESIGN AND PERFORMANCE

Two Sizes: 12-24 H.P. and 15-30 H.P.

The large size 4-cylinder Waukesha motor delivers over 50 per cent surplus power. A perfect kerosene burner. No change in carburetors necessary to switch from gasoline to kerosene. Special friction transmission eliminates gear troubles; one lever action gives seven speeds, forward or reverse. Smooth, positive action—no jerks and perfect control. The Beaver plows more acres on less fuel, reducing upkeep expense to a minimum. Dealers: Get complete details of the Beaver. It offers you an unequalled sales opportunity—and a tractor that sells easily and does not absorb profits by service expense.

WE ALSO HANDLE PLOWS AND THRESHERS

BRANTFORD STEEL SAW FRAMES

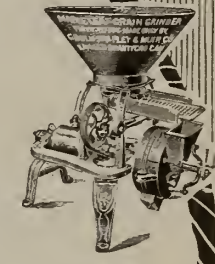
completely equipped, are made from the very best materials and are designed for service.

"IDEAL" DOUBLE-GEARED PUMPING WINDMILLS

are acknowledged and recommended by all who own them as being complete in mechanical detail and build, and great labor savers.

THE "MAPLE-LEAF" GRAIN GRINDER

is a necessity on every well equipped farm and in every feed merchant's place. There's a line of "Maple Leaf" grinders to suit all requirements.

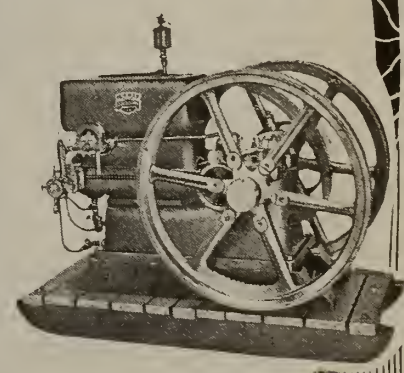


Canadian Made for Canadian Trade

Beaver Kerosene Tractors, "Ideal" Double Geared Windmills, "Maple Leaf" Grinders, "Ideal" Kerosene Engines, Concrete Mixers, Steel Saw Frames, Power and Hand Pumps, and Pumping Equipment, Steel Tanks, etc. Our reputation for quality goods and prompt service makes the Goold, Shapley & Muir Line an agency that will add prestige and profits to your business.

"Ideal" Junior Concrete Mixers

are designed to meet the requirements of smaller jobs. They are strongly built and will stand up and last against the wear and tear a mixer is subjected to.

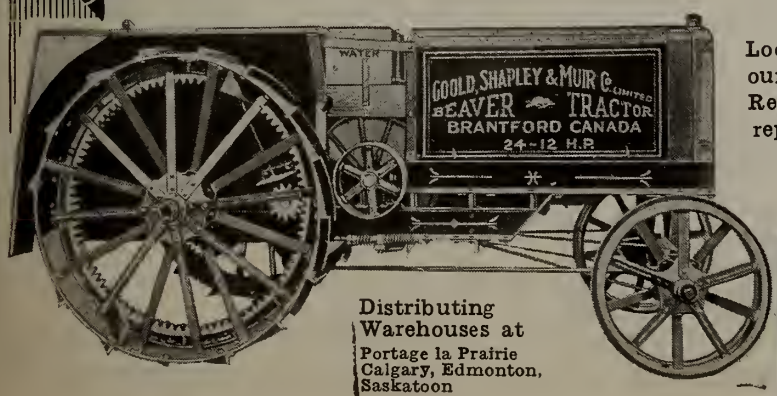


SELL "IDEAL" ENGINES

1½ to 50 Horsepower

Stationary or Portable

An engine that operates successfully on kerosene developing as much power per gallon as any engine of equal rating produces on gasoline. Specially designed carburetor, Webster high tension ignition. For every power requirement they are the most satisfactory engine you can sell. Backed by 20 years' successful operation on Canadian farms. Write for full particulars.



Distributing Warehouses at

Portage la Prairie
Calgary, Edmonton,
Saskatoon

See the G.S.M. Line at the Fairs

Look over our complete line and investigate the quality of our machines. We will exhibit at Saskatoon, Brandon and Regina exhibitions. A full stock of machines and repairs on hand at all Western Branches.

Goold Shapley & Muir Co. Limited.

Factory Brantford, Western Head Office-Regina.

Cordage Concern Presents Educational Film

The Plymouth Cordage Co., North Plymouth, Mass., and Welland, Ont., are presenting a highly interesting and educational film story of the manufacture of their products. The entire cycle of production is shown in this new film, from the cultivation and production of manila and sisal hemp, through the various processes into the complete line of Plymouth rope and binder twine.

This film, entitled "The Story of Rope," is a nine part picture, approximately 5,300 feet of film. It provides an exceptionally interesting entertainment of one hour and a half duration. This screen story should be of great interest to all distributors and dealers of Plymouth products.

The Story as Screened

The opening scene takes us to the Philippine Islands and shows the growth and cultivation of Manila fiber, a product of the wild banana plant, which, because of its strength, flexibility and durability, is principally used in the manufacture of high-grade rope. Many beautiful scenes follow, depicting the native methods of cultivating the hemp plant, cutting the stalks, stripping and cleaning the fiber, after which it is dried over bamboo poles, tied into bundles, compressed into bales of 270 pounds and exported to the United States.

Next we are taken to Mexico, the State of Yucatan being the chief center of sisal production, and in similar manner this source of supply is interestingly pictured. Sisal fiber is obtained from the leaves of a cactus-like plant, and the native methods employed for obtaining it are of great educational interest. It is used principally in the manufacture of binder twine, and for making the so-called tie yarns for binding and bundling purposes.

The reels which follow tell the story of rope and binder twine from start to finish as made in the world's largest cordage factories at North Plymouth, Mass., and Welland, Ont. How the fiber arrives by steamer and is unloaded at the docks; its careful preparation prior to spinning into rope yarn and binder twine; the ingenious spinning process employed; the tarring method in the manufacture of lath and shingleyarn, together with the rope-walk and factory methods of rope-making, are all faithfully reproduced, so that all who see may have a perfectly clear conception of the industry, and a lasting impression of its magnitude.

The company suggest that dealers handling Plymouth products can make capital through this educational picture. The dealer can take the matter up with the local school, and procure the film to be run off in the local theatre at any special Saturday matinee. The dealer can either pay a nominal sum to the theatre manager or a small entrance charge may be made. It is suggested also that the dealer offer the highest grade pupils a prize for the best essay on the subject of rope and twine manufacture.

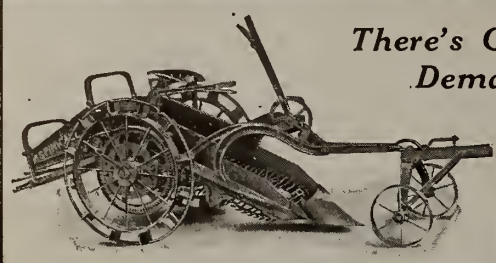
Other methods the manufacturers suggest are that the dealer gets in touch with local churches, Y.M.C.A., board of trade or chambers of commerce. A talk in connection with the film might prove desirable. Interested Plymouth dealers can obtain full particulars from the company as regards procuring the film for local use.

A Thresher and Engine Line

The A. Stanley Jones Co., Ltd., Saskatoon, are circularizing the trade regarding their threshing outfits. The Jones outfits combine the engine, separator and windstacker complete, and are made in a variety of sizes. The company also manufacture individual separators for sale to tractor owners, and a line of stationary engines in sizes from 1½ h.p. up. These engines are equipped with Webster ignition, their 11 h.p. "Call of the West" engines, with iron sub-bases, are especially adapted for the thresher line sold by the company, but are also especially designed for general farm use.

The Stanley Jones organization will show their lines at the leading Western exhibitions. They carry repairs for their lines at Saskatoon, Swift Current, Red Deer, Moose Jaw, Broadview and Portage la Prairie.

Old methods are not necessarily wrong because they are old, but the chances are they can all bear improvement.



There's Going to be a Great Demand this Fall for

ASPINWALL Potato Diggers

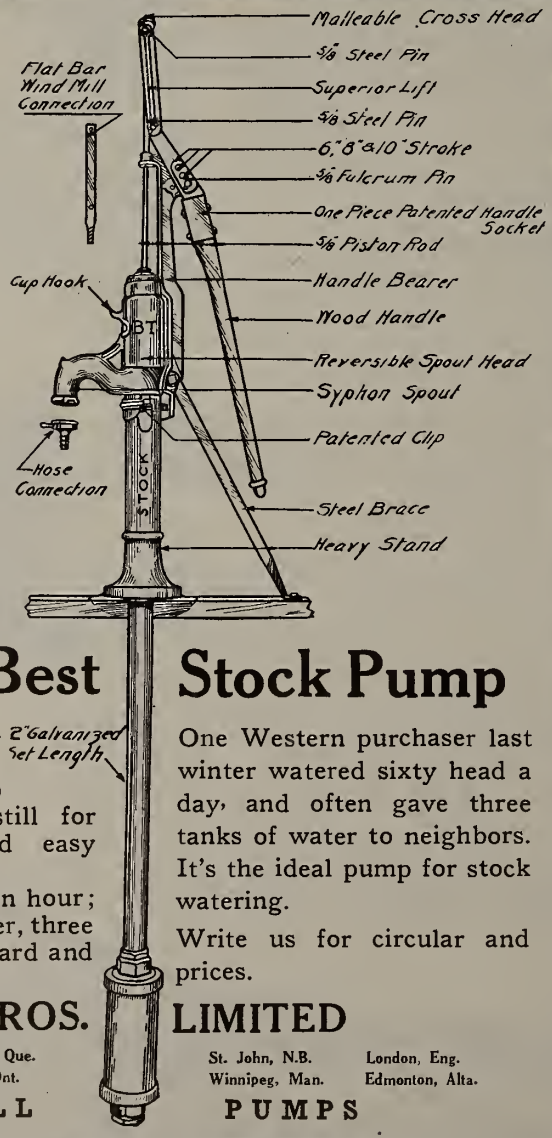
We are Distributors for the famous Aspinwall Line of Potato Machinery
A large stock on hand of

PLANTERS, SPRAYERS, DIGGERS, and CUTTERS
CORN PLANTERS and SORTERS Repairs a Specialty

A large shipment of Aspinwall Potato Diggers has just been received. Let us know your requirements at once. We guarantee prompt shipment. There will be a great demand for Diggers this year, and we can supply you on short notice. Aspinwall Diggers are the world's standard.

——DEALERS: WRITE OR WIRE YOUR ORDERS NOW——

WILLIAM EDDIE
Farm Machinery Distributor
175-179 PRINCESS STREET WINNIPEG, MAN.



The Best Stock Pump

The BT No. 5 Ready-To-Ship Pump has the old wood pump beaten to a standstill for capacity, wear and easy pumping.
It raises 1,800 gals. an hour; has 5x12 Iron Cylinder, three strokes, heavy, standard and large waterways.

One Western purchaser last winter watered sixty head a day, and often gave three tanks of water to neighbors. It's the ideal pump for stock watering.

Write us for circular and prices.

BEATTY BROS. LIMITED

Fergus, Ont. Montreal, Que. St. John, N.B. London, Eng.
Vancouver, B.C. London, Ont. Winnipeg, Man. Edmonton, Alta.

WELL PUMPS

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Handles Grain By Air

Elevator and fan mill combined. Moves, cleans and grades grain in one operation. Elevates 40 feet. Blows out filth. Increases grading. Saves inferior grain for feed.

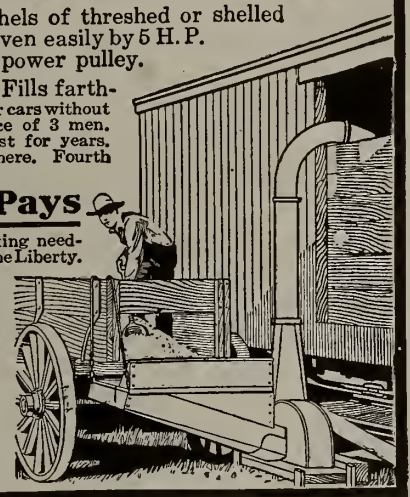
No Buckets, Chains or Gears

The air blast does it all. Simplest, lightest, least expensive elevator made. One man can move it. Nothing to get out of order. Only **one** moving part—a strong steel fan.

Liberty Grain Blower

Capacity, 5 to 18 bushels of threshed or shelled grain per minute. Driven easily by 5 H.P. engine or automobile power pulley.

Ends Scooping. Fills farthest corners of biggest bins or cars without shoveling. Takes the place of 3 men. Trouble proof. Made to last for years. Endorsed by users everywhere. Fourth year of success.



Sells Itself—Pays Its Way

Little talking needed to sell the Liberty. As a grader alone it pays for itself on the first job. Dealers who want the best grain-handling equipment on the market should apply immediately for terms and territory. Production limited. To get this money maker, write TODAY.

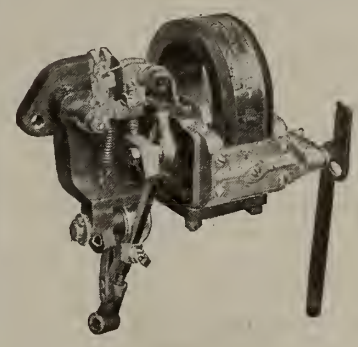
LINK MFG. CO.

Dep. 226, Portage la Prairie, Man.

Carloads of Webster Magnetos

This is the way several big engine manufacturers buy them

85% OF THOSE WHO USE MAKE-AND-BREAK IGNITION USE THE



WEBSTER MAGNETO

With more than 600,000 in use, they have proved their superiority over all other types and makes for farm engines.

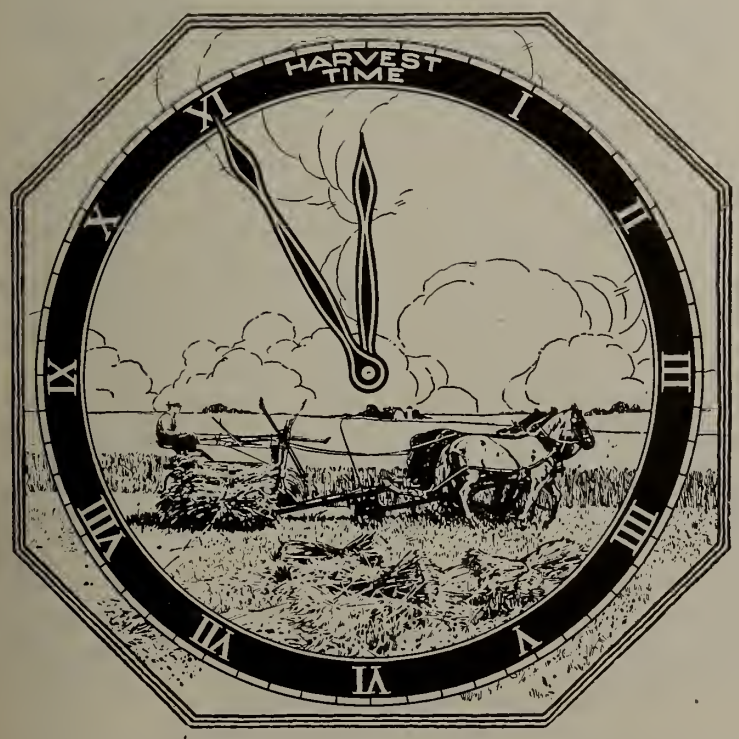
THERE IS NO SUBSTITUTE FOR WEBSTER IGNITION

Insist that every engine you buy shall be Webster equipped. It will make your engine business profitable.

44 WEBSTER SERVICE STATIONS

WEBSTER ELECTRIC COMPANY
RACINE, WISCONSIN, U.S.A.

Five Minutes to Harvest Time!



INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N B.

THE binders of the Dominion come out at harvest time to transform a billowing acreage into a limitless stubble field, ready for the plow. There is no particular anxiety in the agricultural mind. The time has come and the *machines* will fill the need.

This confident attitude is a great tribute to the efficiency of the modern binder—*and to the timely readiness and co-operation of the implement agent.* Just now International agents are furnishing the army of new binders that must do the work.

McCormick and Deering

are time-tried names, favorably known wherever there is agriculture. Grain binders with these familiar marks demonstrate again that nearly ninety years of harvesting machine development and satisfactory service in the fields of the world stand behind them.

Meet the binder demand. And be ready with an adequate supply of McCormick, Deering, or International high-quality twine. Urge your trade to place reliance on these time-tried names.

Why Implements Cost More

To-day in the United States, common labor in the implement factories receive $5 for an eight hour day, as against $1.25 a day a few years ago. Skilled mechanics are averaging $10 a day now, an advance of approximately $7 a day within the past three years. This is but one reason given by G. C. Weyland, vice-president of the J. I. Case Plow Works, in an article in Implement Age, as to why substantial increases in price have been necessary in all farm implement lines.

In the manufacture of farm implements pig iron is the first requisite. Pig iron has advanced largely because of the increased cost of labor, to the unprecedented price of up to $43 to $45 a ton. It is scarce at that, and farm implement manufacturers are buying to the best of their ability to insure a sufficiency of farm machinery next year and at as low a price to the farmer as is possible, all costs considered.

The implements the farmer is buying to-day are made of pig iron purchased at $26 per ton. Since then, however, the pig iron market has nearly doubled.

It is a fact that material for next year's implements has generally been purchased based on an average price of pig iron at $43 per ton and subsequent purchases, if obtainable, may be at a still higher price, based upon conditions then prevailing.

It is good business judgment for the farmer in view of present conditions to buy his needed implements now, because if he waits he will have to pay more. This is not theory; it is a fact. It is an upward trend that the implement manufacturer can neither control nor combat, writes Mr. Weyland.

The dealer who takes too optimistic an attitude and tells the farmer that high prices cannot last long is neither accurately informed nor alert. These are times when two-fisted men must pull together. The dealer should know the facts, and knowing them, inform the farmer. The dealer, the laborer, the manufacturer or the farmer, singly, are not responsible for increased prices of farm implements.

Tractorizing the Orchard

The Avery Company, Peoria, Ill., have developed the Avery six-cylinder special orchard tractor, which is now on the market. This tractor is the foundation of a special orchard outfit manufactured by the company, comprising a tractor, special orchard plow and orchard disc harrow, all designed to meet the special conditions confronting the orchardist.

The new Avery orchard tractor is only 54 inches in height. The length over all is only 136 inches with a 90 inch wheel base. The tractor is low enough and narrow enough to go under the branches and close up to the trees. Another special feature of this tractor is that it is equipped with long rear wheel guards which gently raise the low-hanging limbs and fruit, passing them up over the tractor without injury. These guards are large enough to accommodate the lugs and still have plenty of room. The lugs are a feature in themselves, as they bite deep and are of the self-cleaning type. The exhaust is piped to the bull gears, so as not to damage the trees. Good traction is secured no matter what the condition of the ground. Side hills offer little obstruction either. The tractor also works well on the sprayer.

Specially Designed Plow

The Avery orchard plow is a 3-bottom, low built plow, with 10-inch bottoms. Screws and handwheels take the place of the lifting and adjusting levers found on the regular moldboard plow. A power-lift device is provided, which operates by a cord from the tractor platform.

In this special orchard plow the land wheel is on the inside of the frame, and along with the adjustable swinging hitch it makes it possible to plow closer than ever to the trees on either side, and at the same time allows the tractor to travel farther away from the trees so as to prevent bruising and cutting the fruit or foliage. Then too, the hitch pivots up and down in such a way that when the plow is in the ground it rides on its wheels and bottoms while the tractor is free to run over uneven ground without affecting the depth of plowing. Another feature is the sheet metal guard that is attached to the top of the plow, gently raising all foliage or fruit up and out of the way.

The Orchard Harrow

The second complement to the Orchard tractor is the orchard disc harrow. This harrow is so constructed that the user can turn it easily from a double action disc, cutting five feet into a single action, cutting ten feet. This adjustment is secured by extending the front sections. The harrow can also be equipped with sheet metal guards fitting over the outer sections and making it possible for the harrow to follow the tractor close up to the trees and under very low limbs without injury to either branches or fruits.

Sharples Offers Scholarship

P. M. Sharples, president of the Sharples Separator Co., West Chester, Pa., has made arrangements with eleven state agricultural colleges for the offering of a Sharples prize scholarship in each institution. These scholarships are of $500 each and available to lady students who have attained senior standing.

STINSON Tractors

Get You the Business

18-36 H.P.

A real four-plow tractor at a reasonable price, the Stinson has proven its superiority in the field. Has heavy-duty Stinson-Beaver motor, 4¾ x 6. Dixie high-tension ignition and impulse starter. Kingston carburetor. Hyatt roller bearings throughout. Great reserve power for all haulage jobs; no better tractor made for threshing. Simple, accessible design; built for enduring service.

See the Stinson Tractor at Saskatoon, Brandon and Regina Exhibitions

Write for full Particulars and Liberal Agency Offer

Tractioneers' Automatic Dynamometer Tractor Hitch

Every Tractor Owner Needs This Hitch

Gives perfect protection to both tractor and implement in the stoniest ground, or among stumps, roots, etc. No more broken plow points or beams. No jerking pulls to damage the tractor. Strong coil spring and working parts operate in a tube filled with hard grease. Absolutely dust-proof. Acts as a perfect dynamometer, showing exact drawbar pull. Adjustable to any tension. Retails at $30.

ATTRACTIVE DISCOUNT OFFERED DEALERS

Tractioneers LIMITED.

Phone: Main 6242

445 Main St. Winnipeg, Man.

The Wagon Loaded

DEALERS!

Lloyds Low-Down Spiral Spring Wagon Seats

Going Home

Are in Demand Everywhere

There are hundreds of prospects for these seats right in your territory. A strong, light, durable seat that carries 600 lbs. with ease. Take up no box space. Fit any wagon or sleigh box. Reasonable in price. Order your wagons without seats and let us quote you prices on the Lloyds. Have a supply in stock and watch them sell. Ask for attractive trade discount.

Manufactured and Guaranteed by the

WAWANESA WAGON SEAT COMPANY

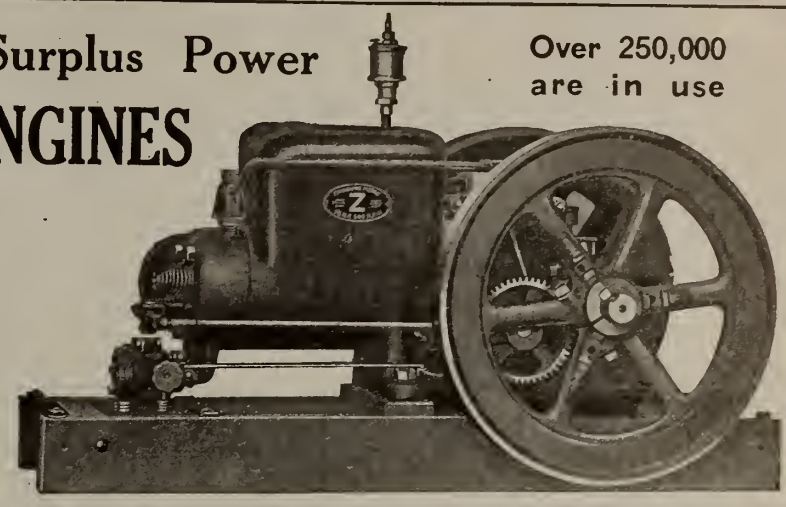
WAWANESA, MANITOBA

Mechanical Perfection—Efficiency—Surplus Power

FAIRBANKS-MORSE "Z" ENGINES

1½ H.P 3 H.P. 6 H.P.

Over 250,000 are in use



SUPREME IN QUALITY——A LEADER IN SALES

In building engine business, don't you believe that it pays to concentrate your efforts on a line that represents the best possible farm engine value for your customers? With the "Z" Engine you give the greatest engine service and value at a price in keeping with the quality of the line.

Sell an engine that will handle farm work at the lowest cost—giving all the power required and more, for "Z" rating is very conservative. The "Z" excels in economy of operation. Runs on kerosene, distillate, coal oil, and other cheap fuels as well as gasoline. Designed and built for low-grade fuels.

Type "Z" Engines Mean Bigger Business, Quick Turn-overs, Good Profits

Its constructional features appeal to the farmer who appreciates engine value. Consider the throttle governor, assuring constant, reliable power under varying load, steady speed and fuel economy. Also the high tension, built-in magneto—easy starting and steady running without batteries, coils, etc. Speed regulator, removable bushings in bearings, close speed regulation, removable water-cooled cylinder heads, suction fuel feed—all show correct engine design. Protected fuel tank. All parts finished, fitted and standardized for interchangeability. The "Z" gives satisfaction to the man who owns and the man who sells it.

See "Z" Engine in operation at the Exhibitions

Show him a "Z" Engine—and you make the Sale. For Agency Particulars, write

THE CANADIAN FAIRBANKS-MORSE CO. LIMITED

SASKATOON WINNIPEG CALGARY

When Writing Advertisers, please mention CANADIAN FARM IMPLEMENTS. It helps to identify you

ONTARIO WIND ENGINE & PUMP CO. LIMITED

TORONTO WINDMILLS

EVERY Farmer needs plenty of water on his farm.

Therefore, every farmer in your district without a windmill or other water system, is a prospective customer for a Toronto Windmill.

You can readily show him how it gets *free* power by putting the wind to work. How it will cut his chore-time in half—save labor and time—make money for him. How it will pump and carry the *more than a ton of water* used *every* day on the average farm.

Toronto Windmills are modern—big, strong, efficient, requiring little attention, costing nothing to run, working quietly all the time. Windmills which will give the customer long, efficient service without complaints or dissatisfaction for you.

Fig. 19

TORONTO PUMPS

Are fitting companions to Toronto Windmills. Figure 19 is our combination windmill and hand force three-way pump. It will stand the strain of windmill operations under practically all conditions. A brass tube with leather packing is used instead of the troublesome packing box, and leak holes make it anti-freezing.

Figure 646 is our windmill and hand force standard.

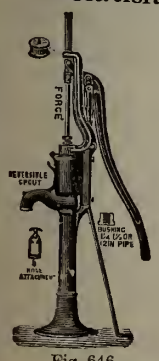


Fig. 646

Other Big-Selling Toronto Lines:

Engines, Saws, Grinders, Fanning Mills, Pumps, Well-drilling Machinery, Tanks, Stable Equipment, Silos, Ensilage Cutters . . . . . .

FAST-SELLING PROFIT-MAKERS

LINE UP with the "Toronto" Organization

You will find the Toronto line of labor-saving equipment a profitable one to handle. Every article has been carefully designed and is constructed from specially-selected materials of the highest grade.

Toronto Products are quality products. They have been on the market for years. They have proved sturdy, efficient workers at low cost. In every part of Canada you'll find the word "Toronto" on Windmills, engines, pumps, well-drills and other labor-saving equipment.

If you are looking for an attractive dealer proposition in the farm equipment line drop us a post-card now—before it slips your mind. It will only take a moment—a moment which will be a mighty profitable one for you. We'll give you a prompt reply.

The "Toronto" equipment dealer proposition is a mighty attractive one.

Get in touch with us at once.

Ontario Wind Engine & Pump Co.

(*Western Branch*) Limited

Winnipeg Regina Calgary. Eastern Offices: Toronto, Montreal

Genco Lights on West Canadian Market

The Genco Light, manufactured by the General Gas Electric Co. of Hanover, Pa., is now on the Western Canadian market, being distributed in the three Western provinces. In Alberta these plants are handled by the Genco Electrical Engineering Co., Calgary; in Saskatchewan by the Saskatchewan Motor Co., Ltd., Regina; and in Manitoba by the Genco Farm Lighting Co., Brandon, Man.

The manager for the lighting plant department of the Saskatchewan Motor Co. is T. Graber, well known to the Saskatchewan implement trade as formerly connected with the John Deere Plow Co., Regina.

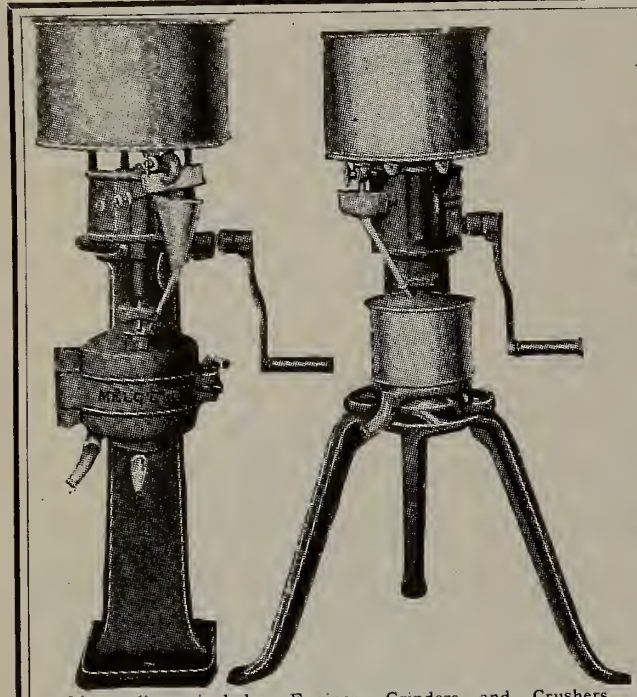
The manufacturers state that the Genco Light plant is very simply installed. It is shipped in two parts, batteries in one and the engine and generator in another. Some of the particulars given by the makers are as follows:

The moving parts of the engine are hardened and ground finished to close limits. Exceptionally large bearing surface is provided. The engine is 3¼ inch by 9½ inch, being vertical type, four cycle. It is designed for and operated on kerosene fuel. The cooling system is different from the average lighting plant, in that a radiator and belt driven fan are provided. It is claimed that by the use of non-freezing solutions the plant may be operated in an outdoor shed in the coldest weather. Ignition is by high tension type, with a dust-proof timer.

The engine in Genco Light plants is direct connected to the generator. A pulley is provided at the end of the generator shaft. This pulley takes a 2-inch belt and is stated to run a countershaft or any machine requiring up to 2 h.p. It is therefore possible to operate a cream separator, washing machine, fanning mill, pump jack or similar equipment while the plant is in operation. It is claimed that the Genco Light acts as a self starting engine for medium power requirements. The flywheel of the engine is enclosed and automatic lubrication is a feature of the engine design.

The switchboard is set on the top of the generator, being very compact and simple. Starting is accomplished by merely pressing a switch, the battery current actuating the generator and starting up the engine. The armature shaft revolves in annular ball bearings, the whole plant being mounted upon a solid cast base which can be bolted down at three points. The ampere meter is so arranged in conjunction with an automatic cut out that when the battery is fully charged the register needle touches a pin and automatically disconnects the engine ignition, stopping the plant.

The normal capacity of the Type A plant is 52-20 watt lamps for 5 hours or 46-20 watt lamps for 8 hours, or 30-20 watt lamps continuously, all with the engine running. When the engine is not running, 22-20 watt lamps for 5 hours, 16-20 watt lamps for 8 hours, 8-20 watt lamps for 20 hours or 6-20 watt lamps continuously is the capacity. The type B plants have a considerably larger capacity at both normal and maximum capacity.



DEALERS: Grasp this Opportunity!

Melotte Cream Separators

ARE BACK ON THE MARKET

12 Sizes: Capacities, 200 to 1300 Lbs.

The world famous Melotte Cream Separator is back on the Canadian market. Production is in full swing. We can make immediate delivery of all sizes, and we carry a complete line of repairs.

SUSPENDED SELF-BALANCING BOWL

You can't build a worth-while separator business without a separator that is basically right. The Melotte bowl is self-balancing and frictionless—the only ball bearing bowl. It hangs from a single bearing. Gearing is square cut, all enclosed and runs on ball bearings in an oil bath. No worm wheels.

Easily cleaned; unequalled skimming efficiency. Over 50,000 Melotte Separators are in use in Canada alone. Complete particulars and literature sent on request.

GET OUR ATTRACTIVE AGENCY OFFER TO-DAY.

R. A. LISTER & COMPANY (Canada), LTD.

WINNIPEG, MAN. - - TORONTO, ONT.

Lister lines include: Engines, Grinders and Crushers, Electric Lighting Plants, Milking Machines, Churns, Silos, Pumps, Pump Jacks, Power Pumping Outfits, etc.

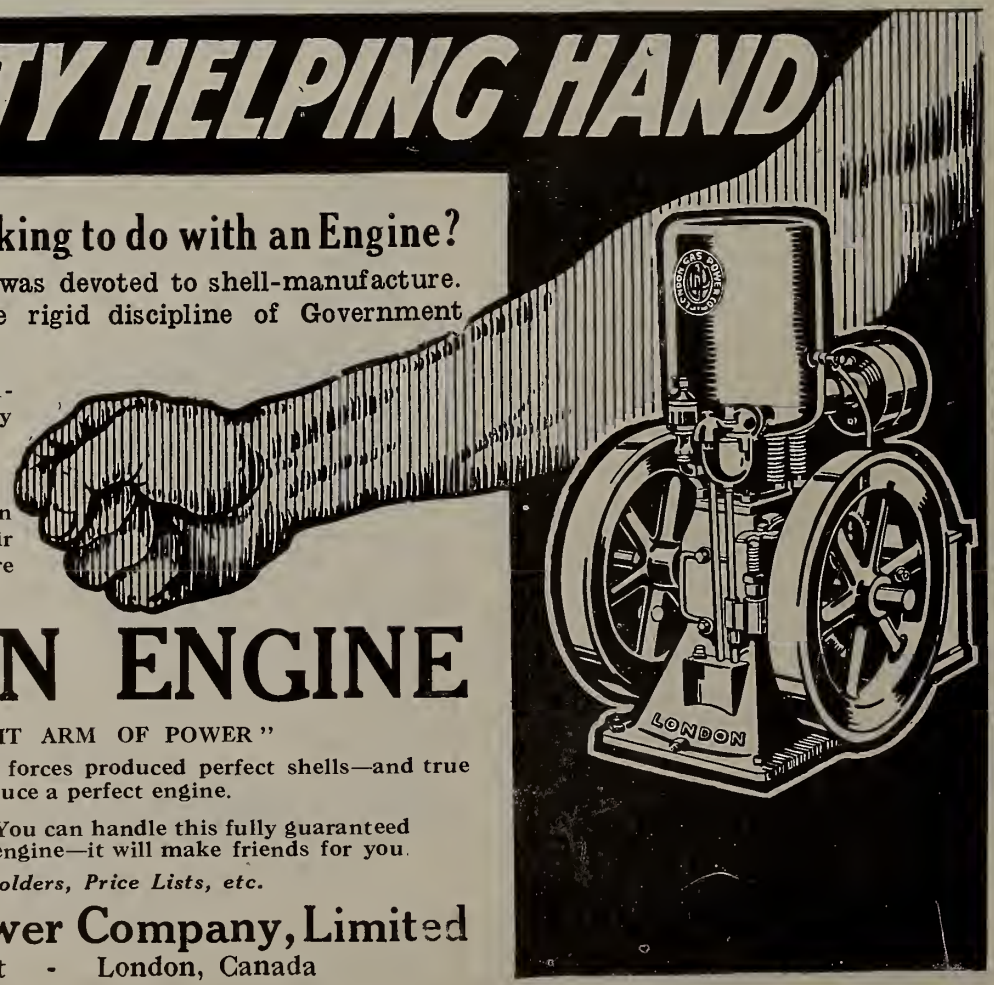
A MIGHTY HELPING HAND

What has Shell-Making to do with an Engine?

For three years our plant was devoted to shell-manufacture. Our staff was under the rigid discipline of Government examiners.

In those three years an unequalled training in accuracy was developed at our plant.

The expert tool makers and machinists were retained in our employ and now their highly developed efforts are centred on the



LONDON ENGINE

"THE RIGHT ARM OF POWER"

Government reports show our forces produced perfect shells—and true to form we cannot fail to produce a perfect engine.

Reliable Dealers: You can handle this fully guaranteed engine—it will make friends for you.

Write for Folders, Price Lists, etc.

London Gas Power Company, Limited

32 York Street - London, Canada

Hafa-Hors Engines in Eastern Canada

The Elgin Gas Motor Company, of Winnipeg, have opened a branch house at Toronto from which the "Hafa-Hors" engine, manufactured by the company in their Winnipeg plant will be distributed to the Ontario trade. Ike Woods, from the Winnipeg branch, has charge of Ontario business.

Mr. Woods reports excellent prospects for the sale of this half horse power engine in Ontario territory, as such an engine is a line the average farmer in that territory has been looking for. He states that the Ontario crops are in great shape, with every promise of a splendid fruit crop.

Don't neglect the small lines.

Shipping Tractors by Truck

Speed is the live dealer's real asset. The tractor dealer who can take three jumps while his competitor is thinking about taking one is the one who will put over three sales before his competitor has learned one prospect's name.

A live dealer is known by his methods. If he is alive, aggressive, and really on the job, the entire territory which he covers will mighty soon know who is doing the tractor business in that territory. There is nothing that appeals to the farmer buyer to-day like clean cut, aggressive business methods.

Years ago the farmer transacted his business in a rather shiftless, indifferent manner which was typical of the "Four Corners," where he traded. That was in the days when time didn't matter. The farmer had all the time in the world to do his work and he was not worried about it.

To-day with farm land doubling and trebling in value, the old haphazard methods have been forced into discard. The up-to-date farmer to-day realizes that speed is his main asset and that he must be prepared to plant his crops or harvest them with the minimum of time and effort if he is going to make returns upon the big investment which his farm land requires.

Down in Idaho, the Idaho-Montana Tractor Co., of Poncatello, who are Hart-Parr distributors in that district, make a specialty of delivering their tractors via the truck route. This enterprising firm claim that this method has given them much prestige among the farmers as they can make deliveries so quickly, while tractor shipment by truck attracts the attention of the entire farming community. Farmers prefer to have their tractor delivered rather than to see it run fifty or a hundred miles over hard roads, says this company.

There was once a lawyer who could correctly interpret the Western Canadian Farm Machinery Acts. He died of cerebral congestion.

Younggreen Heads Club

An advertisers club was recently formed at Racine, Wis., with some of the most energetic young business men of that city as charter members. The president of this newly organized ad. club, Charles C. Younggreen, is advertising manager of the J. I. Case Plow Works Co. He is an advertising man full of well directed enthusiasm, energy and resourcefulness, and a never-failing reserve of knowledge.

Mr. Implement Dealer

Do you realize that this is the best time of the year to sell Portable Grain Elevators and get prospects for future sales?

Supposing a customer asked you which was the best Portable Grain Elevator made, what would you tell him? These are questions that you must explain to the customer.

We have by far the best and most convenient Portable Grain Elevator made, the

GREAT WEST Swivel Hopper ELEVATOR..

Our printed matter explains fully why this machine excels all others.

There will be a big demand this year for the following reasons:

Indications are for a good general crop, which will nearly double the territory of last year.

Help, both men and teams to take care of this grain, will be harder than ever to procure.

Material for manufacturing these machines is harder to obtain now than ever since the war started.

Most Convenient and Economical Grain Elevator Made

We are now placing contracts for this season. There can only be one agent in each town. Will you be that one? To take the agency for the best Elevator made, the Great West Swivel Hopper Elevator, means money to you.

Manufactured by

HENRY RUSTAD

416 CORYDON AVENUE WINNIPEG, MAN.

There is no question about getting parts

A Winning Sales Combination for the Aggressive Dealer

LAUSON 15-25 : : 15-30 TRACTORS

DUSTPROOF. ALL GEARS ENCLOSED

Plenty of power on drawbar for three plows, depending on soil condition, and sufficient belt power for separators 24 in. to 28 in., depending upon make, and the larger size feed cutters.

For the farmer the purchase of a tractor is an important investment. It is not what the purchaser pays for a tractor—but the service received and economy of operation that finally determines its cost.

The Lauson Tractor justifies its cost by its long service—low operating costs—and results given. Easy running, giving 30 per cent surplus power over rating, efficient draw-bar pull, burning kerosene for fuel, operates easily—and dustproof (for all bearings are encased and bathed in oil)—it gives steady, efficient power. It pays the dealer in both prestige and profits to handle the Lauson. Let us send you full particulars.

Every Tractor Owner a Prospect

LINCOLN Separators

Size 24-46

The Cushman policy has always been to give their dealers and customers modern farm machinery best adapted to meet their requirements.

The Lincoln Separator is no exception. No expense has been spared in perfecting this separator.

It does all the work of larger threshers—and does it better.

Farmers who desire to pull their thresher with a 10-20 or 12-24 tractor will find the Lincoln Separator the ideal machine to use.

It threshes the grain well—and cleans it thoroughly—ready for market.

Strong and substantially built, it stands up under the hardest service.

Proper spacing of cylinder and concave teeth insures the threshing of all grain.

Optional Equipment—Hand Feed and Windstacker—or—full equipment as illustrated—Self Feeder and Windstacker.

The Lincoln Separator can be furnished mounted on the same truck with our 22 H.P. Heavy-Duty, Ball Bearing Engine. This combination is the best outfit on the market to-day.

Dealers—Write for full particulars. Read carefully about the important features—the simple construction—and the great durability of the Lincoln Separator. Get our attractive sales offer on this fast-selling, efficient separator.

Cushman Motor Works of Canada Ltd.

Builders of the Famous Cushman Light-Weight Engines.
Dept. E Whyte Avenue and Vine Street, WINNIPEG, MAN.
Distributing Warehouses:—
Toronto, Moose Jaw, Saskatoon, Calgary, Edmonton.

Tank Heaters
Straw Spreaders
Lincoln Saws
Incubators and Brooders
Auto Accessories
Tractor Plows
Combination Threshers
Light-Weight Engines
Lincoln Grinders
Vacuum Washing Machines
"Hoiland" Wild Oat Separators.
Smut and Pickling Machines
Western Pulverizer, Packer and Mulcher
Wagner Hardware Specialties
Shinn-Flat Lightning Conductors
"Does-More" Lighting Plants
24-46 Separators
Lauson 15-25 and 15-30 Tractors

Issue General Catalog

The Canadian Fairbanks-Morse Co., Ltd., Montreal, have recently issued their new general catalog, No. 20. This publication is a remarkable piece of work, comprising over 1,000 pages of type matter and illustrations. It is bound in stiff covers and is printed on thin paper, compressing into serviceable dimensions an immense amount of information about the many lines produced by the company.

A general index, supplemented by a finger index, makes it easy for the reader to instantly locate any line on which he requires information. In addition to a complete description of the various lines there is a section in which a complete and useful compilation of engineering data and tables is featured. For dealers handling the lines of the company this new catalog should be of the greatest value. It is a distinct credit to the publicity department of the firm.

Tractor Tenders a New Equipment Line

The tractor tender is the latest addition to the lines handled by tractor dealers in the United States. As the coal tender supplies the locomotive, the tractor tender enables the farmer to haul extra gasoline, oil, kerosene and water with his tractor wherever he goes. He eliminates the possibility of having his tractor run out of fuel, or being compelled to haul extra fuel for a long job in a heavy wagon. Again he has not to pour the last few gallons of fuel out of a barrel.

This new tender, as manufactured by the Steinke Bros. Mfg. Co., of Peoria, Ill., is a frame built of strong malleable iron plates and steel bands, which exactly hold the regular size oil and gasoline barrels. Extra cans of water or other supplies are carried in a tongue truck in front, the whole tender running on two 50-inch steel wheels with 2½ inch tires. A tilting lever moves the barrels to be thrown over to any angle. The barrels are clamped to the frame by ½ inch steel rods with lock nuts which encircle them. The complete tender weighs only 250 lbs.

Enthusiasm is the motive power which speeds up a sale.

Two New Pieces of Lauson Literature

The accompanying illustrations show the cover designs for the new Lauson tractor catalog and the co-operative advertising portfolio now ready for distribution.

The new Lauson tractor cata-

Cover Design of Latest Lauson Tractor Catalog

log is a regular picture book of power farming. Each page carries a power farming scene. It contains the essential information in bold type, that farmers and dealers want to know about tractor use, and shows the detailed

Advertising Portfolio for Use of Lauson Dealers

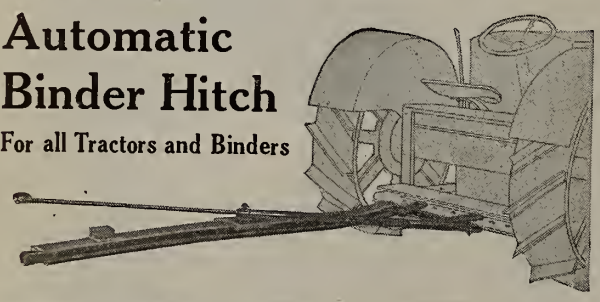
construction of the tractor so that it is easily understood.

The co-operative portfolio gives the Canadian dealer a complete line on the sales and advertising co-operation he can expect from the Lauson organization—free motion picture films and slides, and electrotype service, illustrated follow-up literature, and various other sales helps which are of value to the dealer.

Everybody interested in the promotion of power farming will be interested in receiving copies of these interesting publications, which are now ready for distribution.

The Caswell Automatic Binder Hitch

For all Tractors and Binders



AUTOMATIC—Requires no attention
ALL STEEL—Nothing to break down
SIMPLE—Will not get out of order
EFFICIENT—Warranted to do the work
Will cut and keep a square corner

Reasonable in price. Write for terms and contract

Distributed by
D. ACKLAND & SON LTD., Winnipeg

CASWELL MANUFACTURING CO.
CHEROKEE, IOWA

PACIFIC COAST

Canadian National Railways

"THE NATIONAL WAY"

EASTERN CANADA

YOUR SUMMER VACATION

WHETHER IT BE TO THE PACIFIC COAST OR EASTERN CANADA, TRAVEL CANADIAN NATIONAL—THE RAILWAY THAT GIVES JUST THAT EXCELLENCE OF SERVICE WHICH THE MOST FASTIDIOUS TRAVELLER OF THIS COUNTRY DEMANDS. NOTHING MATERIAL THAT MAKES FOR COMFORT AND ENJOYMENT OF A TRANSCONTINENTAL JOURNEY IS LACKING.

PACIFIC COAST

FIRST CLASS Round Trip Tickets to
VANCOUVER, VICTORIA, SEATTLE, TACOMA, PORTLAND, SAN FRANCISCO, LOS ANGELES.
On Sale Daily
Up to SEPT. 30 Return Limit OCT. 31, 1920

See JASPER and MOUNT ROBSON En Route—Daily Trains

EASTERN CANADA

ALL RAIL and LAKE AND RAIL to
TORONTO, HAMILTON, OTTAWA, MONTREAL, QUEBEC, ST. JOHN and HALIFAX.

Boat Trains six days a week from Winnipeg, connecting with Steamers at Port Arthur and Duluth.

CHOICE OF ROUTES EAST
Daily Trains via Cochrane
Mon., Wed., Fri. via Port Arthur

Your trip East. Have your travel plans include a few days at the Grand Beach Resort Hotel, on Lake Winnipeg, or Minaki "Inn," the beautiful Resort Hotel, 115 miles east of Winnipeg, or at the "Port Arthur" Hotel, at Port, Arthur, Ont.

For information as to Stopovers, Train Service, Fares from this district, apply Local Agent, or write—
PASSENGER TRAFFIC DEPARTMENT, Winnipeg, Man.

CANADIAN NATIONAL RAILWAYS

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

G. W. G., Sask.—The engine you describe, as having no magneto, no batteries, and operating on crude oil, we believe, is the "Hoag" oil engine. You can obtain full particulars from the western distributors, the Metal Shingle and Siding Company, Winnipeg.

T. A., Sask.—Repairs for the Chicago Aermotor windmill can be had from William Eddie. farm machinery distributor, Princess Street, Winnipeg.

C. D. G., Man.—Buffalo-Pitts threshing machines are manufactured by the Buffalo-Pitts Co,. Buffalo, N.Y. The nearest point from which to get repair parts is the WagnerLangemo Co., 418 North First Street, Minneapolis, Minn.

J. M. & Son, Man.—The disc harrow with inside boxing K 768 R is made by the John Deere Plow Co. Write the Winnipeg branch for part.

C. H., Sask.—The Stoughton wagon is manufactured by the Stoughton Wagon Co., Stoughton, Wis. For parts, address the factory direct.

F. D. K., Sask.—Disc harrow with all parts marked H and numbered H 108, H 124, H 110, etc. These numbers coincide with the parts of a Cockshutt disc. Write the nearest branch of the company at Regina or Saskatoon.

W. A. H., Sask.—The Paris plow, now obsolete, was made by the Paris Plow Co., Paris, Ont. The company went out of business some years ago, and repairs are unobtainable for this plow.

E. & B., Sask.—So far as we are aware, there is no repair source from which you can obtain repairs for a Paris flat-plate 10-inch grinder. The company is defunct.

D. A. & S., Man.—Repairs for Janesville plows can be had from the John Watson Mfg. Co., Chambers Street, Winnipeg.

H. A., Man.—Chain drag harrows as used in Great Britain are not generally manufactured on this side of the Atlantic. A complete line are sold by Geo. W. King, Ltd., Stratford, London, England. The Massey-Harris Company, Toronto, may manufacture this line for export.

T. A. C., Alta.—The hay rake with axle holder A 158 and tooth-clamp A 182 is either a type made by the Ohio Rake Co., Dayton, Ohio, or a Fuller & Johnston rake. If the latter repairs can be had from the Madison Plow Co., Madison, Wis.

W. Bros., Sask.—The latters HAO on back of plowshares are only a trade mark for a line of shares handled by D. Ackland & Son, Ltd., Winnipeg. In addition to this mark the share bears a definite share number. Quote this number to D. Ackland & Son, who can supply you.

W. J. P., Man.—Light walking gang plow, with part X 15, is an "Oxford" plow, manufactured by the Belcher & Taylor Agricultural Tool Co., Chicopee Falls, Mass. Address the factory direct for new parts.

O. Bros., New York—The Kelly tire machine, for applying solid rubber tires to buggy wheels, was made by the Kelly-Springfield Tire Co., Akron, Ohio. They can supply you with particulars.

E. Larocque, Sask.—Your enquiry in June issue regarding plow packer made by the Subsoil Packer Co., Winnipeg. A. Poersch, a dealer at Brunkild, Man., states that he has one of those machines on hand and will sell same.

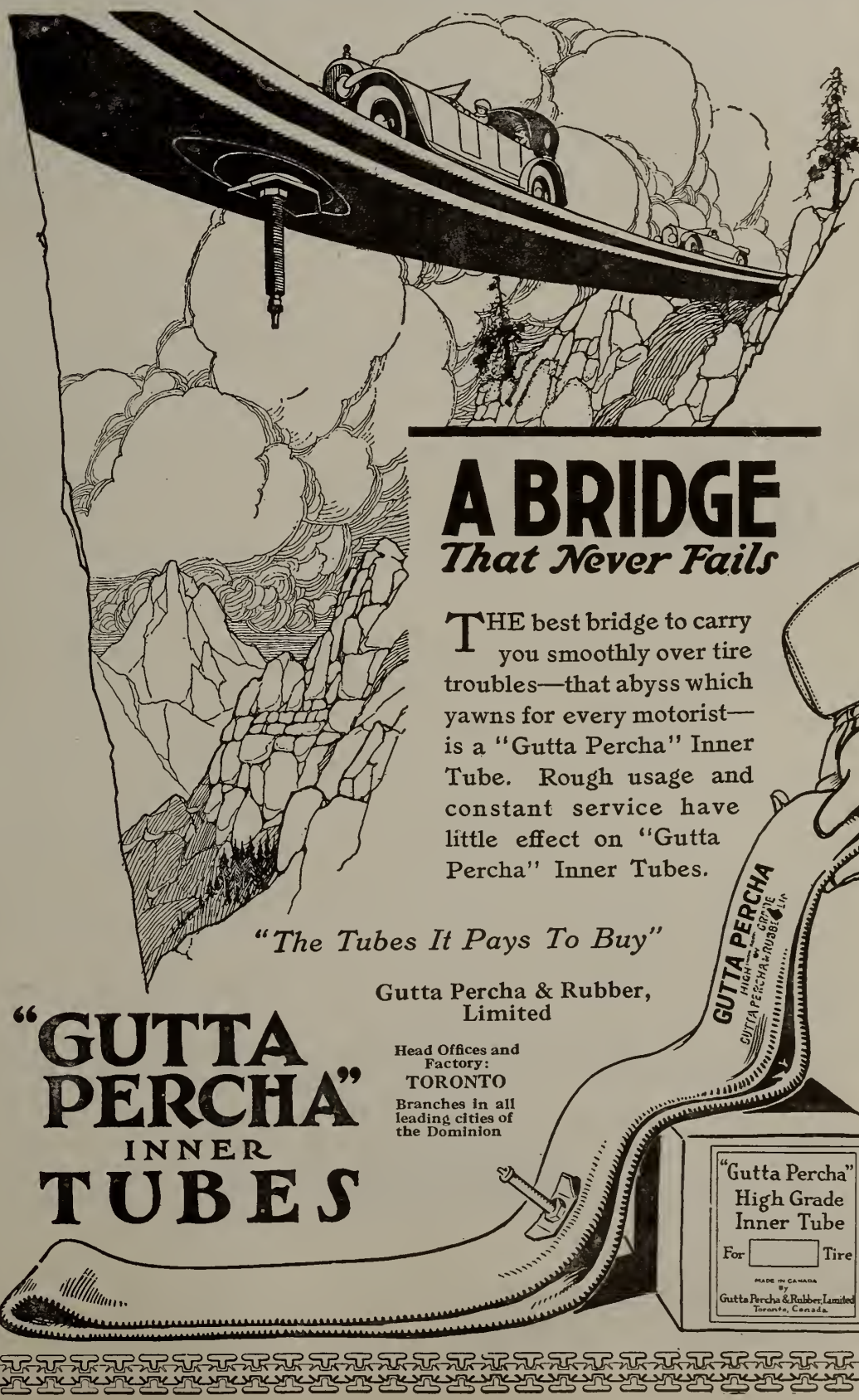
Horse-Power Jack—Can any reader identify a horse-power jack with castings marked "H.P." Reply to D. S.. care of this publication.

W. P., Man.—Regret we cannot locate the maker of an engine with mark "F" on all castings. Connecting rod is F 101; governor ball weight F 37, etc. Can any reader identify this engine?

W. T. B., Sask.—The "Superior" wheel disc harrow is manufactured by the American Seeding Machine Co., Springfield, Ohio. Write the factory direct for parts.

L. G., Sask.—Nos. 3258, 3304 and 3305 are bearing boxes for a disk harrow made by the J. I. Case Plow Works, Racine, Wis. Parts can be had from the Minneapolis branch of the company.

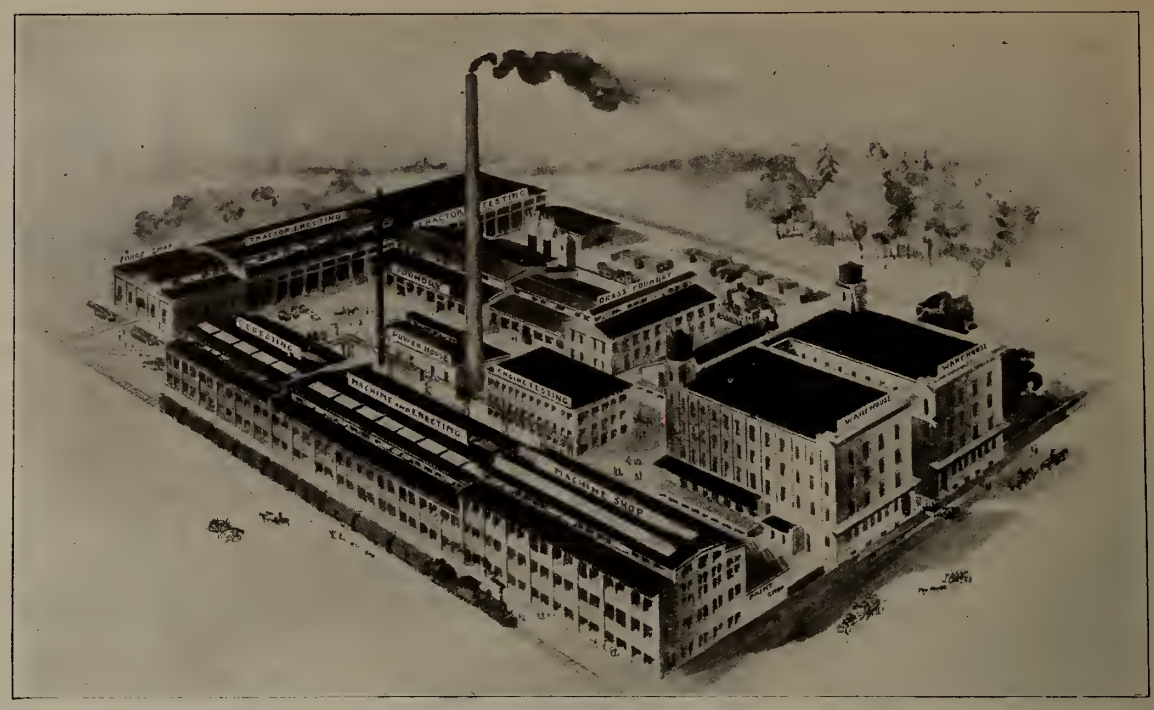
KINGSTON
IGNITION SERVICE
SPARK PLUGS—COILS
MAGNETOS—SWITCHES
KOKOMO ELECTRIC CO.
KOKOMO - - - INDIANA - - - U. S. A.


A BRIDGE
That Never Fails
THE best bridge to carry you smoothly over tire troubles—that abyss which yawns for every motorist—is a "Gutta Percha" Inner Tube. Rough usage and constant service have little effect on "Gutta Percha" Inner Tubes.
"The Tubes It Pays To Buy"
Gutta Percha & Rubber, Limited
Head Offices and Factory: TORONTO
Branches in all leading cities of the Dominion
"GUTTA PERCHA" INNER TUBES
GUTTA PERCHA
"Gutta Percha" High Grade Inner Tube
For Tire
MADE IN CANADA By Gutta Percha & Rubber, Limited Toronto, Canada.

The Development of a Canadian Manufacturing Concern

Away back in 1898, twenty-two years ago, Fairbanks products came into the Dominion. The Fairbanks Company was opened at Montreal, being a branch of the New York concern, under the management of H. J. Fuller. In 1905 the Fairbanks-Morse Canadian Manufacturing Company was incorporated, and in 1906 the Toronto plant for the manufacture of Fairbanks-Morse engines and pumps was started.

At the end of the first year of the institution of business in Canada, the Fairbanks Company was mighty proud to record a sale of some $70,000 worth of goods, but even the most optimistic man in the organization at that date would not have believed possible the mammoth proportions that have followed this small beginning at the end of last century.



The Toronto Factory of the Canadian Fairbanks-Morse Co., Ltd., where the Company's Pumps, Engines and Lighting Plants are Manufactured

In 1905, as above stated, the organization became naturalized as a full Canadian company, taking over the goodwill and business of the old Canadian branch of the Fairbanks Company. The name "Morse" was added in the following year, on the incorporation of the manufacturing plant at Toronto. For four years the parent companies of this Canadian organization worked side by side, until in 1910 they linked their fortunes in the Canadian Fairbanks-Morse Company, Ltd.

The history of the Canadian company has been closely associated with the personality of H. J. Fuller, who joined the Fairbanks Company at St. Johnsbury, Vt. in 1895. He later served the company in New York and Albany, and, as stated, was transferred to Montreal to take charge of the Canadian business. A branch was established in Vancouver in 1902, then another in Toronto in 1903, under the management of C. J. Brittain, well known to the western trade as late manager of the Winnipeg branch, now of the Montreal head office. In 1903 the Winnipeg branch was opened under Frank R. Newman. In 1910 the Canadian Fairbanks Company and the Fairbanks-Morse Manufacturing Company were consolidated. In 1914 the large general offices and branch were instituted in St. Antoine St., Montreal. To-day the company has seven main branch houses in Canada; at St. John, Montreal, Toronto, Winnipeg, Saskatoon, Calgary and Vancouver, while another branch will be opened shortly at Regina to serve that territory. In addition to this they have sub-branches at Halifax, Ottawa, Quebec City, Hamilton, Windsor and Victoria, B.C.

The selling activities of the organization are divided into three classes: Industrial supplies, farm equipment and automobile supplies, each of which employs special salesmen. Over 500 employees are engaged in the sales departments of the Canadian branches of the organization. Fairbanks scales and valves are manufactured in the factory at Sherbrooke, Que. In the Toronto factory, a photograph of which we reproduce, the Canadian Fairbanks lines of pumps, engines and lighting plants are produced in large quantities to take care of the Canadian demand. As stated in a recent issue of the house organ of the organization: "Huge strides have been made since the first Fairbanks-Morse man entered the Dominion. Huge strides will continue to be made. The company will continue to grow with the country and to reap the proper remuneration for the 100 per cent service and distribution required by its ideals, a service which we have demonstrated our ability to perform for the growing Dominion."

Tractor Did Good Work

G. Leslie Talbot, a farmer at Brunkild, Man., recently advised Tractioneers, Limited, Winnipeg, distributors of the Stinson tractor of exceptionally good work done by his Stinson.

This farmer turned over 320 acres of the heaviest kind of breaking, in sixteen days actual work, pulling a four-bottom lever lift Cockshutt engine gang. Local farmers claimed that his land could not be broken with a tractor as it was so low, but, as Mr. Talbot writes: "We managed to break every foot of it with the Stinson."

Spark Plug Concern Locates in Canada

The Champion Ignition Company of Flint, Mich., will locate a Canadian factory at Brantford, Ont., which they will operate under the name of the A. C. Spark Plug Co., Ltd. A site has been secured covering over fifteen acres and work will be commenced at once on a factory containing over 15,000 square feet of floor space. The company will produce their complete line of automobile and tractor plugs.

Across the GREAT LAKES

From Fort William and Port Arthur through the locks at the Soo.—To Port McNicoll, on the luxurious Canadian Pacific steamers:

ASSINIBOIA - KEEWATIN

A trip which provides a rest and relaxation in hot dusty weather and gives a new lease on life.

GREAT LAKES SPECIAL

leaves Winnipeg 10.45 p.m. Tuesdays and Fridays direct to the ship's side at Fort William.

Call, phone or write to-day for particulars and reservations.

Any Agent of the
CANADIAN PACIFIC RAILWAY

Hart-Parr 30 dealers are keen for local demonstrations

BECAUSE they have a tractor whose performance on the field will tell its own story better and more forcefully than a salesman can tell it.

In fourteen out of fifteen demonstrations last year, the Hart-Parr 30 plowed more acres per hour at a lower cost per acre for labor and fuel than any other contestant.

Demonstrations recorded in our office so far this year indicate that the Hart-Parr 30 will maintain its record.

Dealers: If you want to get into the record sales class, sell the tractor that is making records. Some desirable territory open. Write for particulars.

HART-PARR COMPANY
Founders of the Tractor Industry
369 Lawler St. Charles City, Iowa

Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today. The great grand-daddy of all Tractors was old Hart-Parr No. 1, built in 1901.

A POWERFUL STURDY THREE-PLOW KEROSENE TRACTOR

HART-PARR 30

BUILT BY THE FOUNDERS OF TRACTOR INDUSTRY

GD

He's A Better Customer Now

GRAND DETOUR PLOW COMPANY 1837

THE tractor has given the farmer a practical business education. It has made him a better customer by teaching him to buy any implement that increases the crop yield.

Grand Detour Plows give a bigger, better day's work—that's why progressive farmers demand them.

And the Grand Detour dealer knows that every sale not only nets him a neat profit—but also builds a steady "repeat" trade that helps make his store the tractor-equipment center.

For 83 years the Grand Detour line has been right. This year it's better than ever. Write—we'll gladly supply full particulars.

J. I. CASE THRESHING MACHINE CO., Inc.
Incorporated
DIXON, ILLINOIS
Grand Detour Plow Division ***Established 1837***

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works Co.

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Racine, Wis. *and all branches*
AVERY CO., Peoria, Ill. *and all branches*
ADVANCE-RUMELY THRESHER CO., Inc., La Porte, Ind. *and all branches*

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 8 WINNIPEG, CANADA, AUGUST, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

BANKING ASSISTANCE FOR THE FARMERS

Consistently following a policy of extending our rural connections with the growth of settlements, we claim to have been of material assistance to agricultural communities in developing their resources and in carrying them through poor crop seasons. Whatever your season's plans include—farm improvements, crop planting, live stock financiny—our 400 branch managers will be glad to discuss matters and offer their advice and assistance.

UNION BANK OF CANADA

HEAD OFFICE : : WINNIPEG

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OF ALL KINDS

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Employers' Liability Assce. Corpn., London, Eng.
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CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
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720 UNION BANK BUILDING, WINNIPEG

Repairs for Moline Implements

Moline Plows—Moline Disk Harrows—Mandt Wagons and Farm Trucks—National and Mandt Manure Spreaders—Monitor Drills—Moline Engine Gangs—Adriance Binders, Mowers and Rakes.

Genuine Moline "ACME" Plow Shares

The original soft center share. Order your stock now.

JANESVILLE REPAIRS

We carry a full line of repairs for Janesville Plows, Disc Harrows, etc.

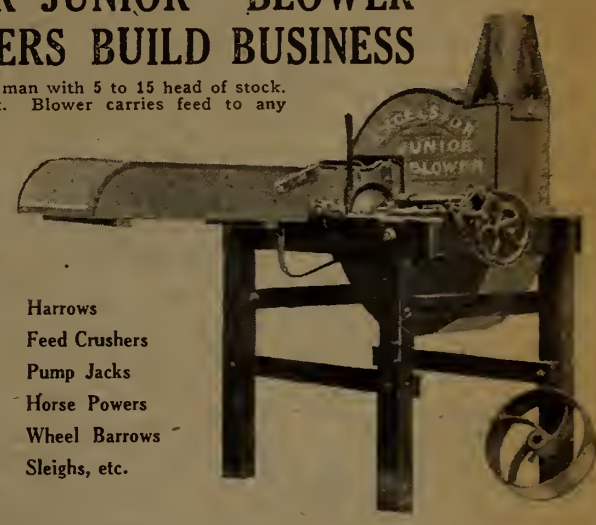
SEND US YOUR REPAIR ORDERS

John Watson Mfg. Co. LIMITED

311 CHAMBERS ST., WINNIPEG, Man.

"EXCELSIOR JUNIOR" BLOWER FEED CUTTERS BUILD BUSINESS

An ideal machine for the man with 5 to 15 head of stock. 4 to 6 H.P. operates it. Blower carries feed to any part of barn or elevates up to 20 feet. Capacity ½ to ¾ ton of feed per hour. Cuts three lengths, ½ to 1¼ inch. One lever starts, stops and reverses; 9-inch throat; blower connection fits 6-inch stove pipe. Pulley 12 x 4 inches. Feed table turns out of way. Get our prices.



Harrows
Feed Crushers
Pump Jacks
Horse Powers
Wheel Barrows
Sleighs, etc.

NOW IS THE TIME

To place your orders for Binder and Mower Repairs and Wood Goods

We stock Knives, Sections, Guards, Guard Plates, Knife Heads, etc.

You cannot make a mistake in placing your order at once for Binder Evener Sets, Wagon Doubletrees, Whiffletrees, Neckyokes, Poles, Reaches, etc. Our stock is complete.

The House of Quality *We Ship Daily*

WESTERN IMPLEMENTS LIMITED, Regina, Sask.

OF STERLING WORTH

are the policies issued by The Great-West Life Assurance Company. Some men look upon the provision of Life Insurance as an expense to be avoided as long as possible. How often has this procrastination brought illimitable distress to a man's household in later years?

Life Insurance is the one safe means by which continuity of one's life plans may be brought to a successful issue. Ask any old-time policy-holder to explain the merits of his Insurance and correspond with us when we will explain the merits of the policies issued by

THE GREAT-WEST LIFE ASSURANCE CO.

HEAD OFFICE - WINNIPEG

INTERNATIONAL THRESHERS

Provide Your Trade with . . Full Sacks and Clean Stacks

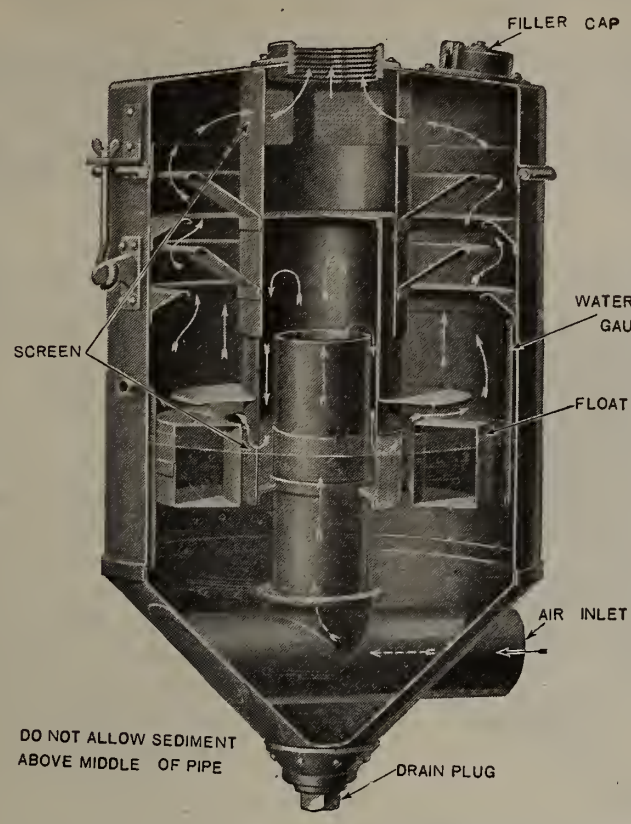
THOROUGH separation and clean threshing—these are the things that every thresherman requires of a thresher.

INTERNATIONAL THRESHERS are famous for their thorough separation and clean threshing. Instead of the usual easy-swaying back-and-forth or up-and-down motion of straw racks, the International combines both in a vigorous revolving motion that results in continuous tossing and turning of the straw so that every particle of grain is shaken out. This means thorough separation. The adjustable sieves and shoe clean the grain thoroughly and deliver all of it to the grain spout instead of some of it to the wind stacker.

The thresher that assures full sacks and clean stacks is the thresher that sells. INTERNATIONAL Threshers—22 x 38 and 28 x 46 sizes—have the confidence of the farm public. Our advertising is directing the trade to you for this popular machine. Thresher time is at hand. Communicate with the branch house, and make the most of the opportunity.

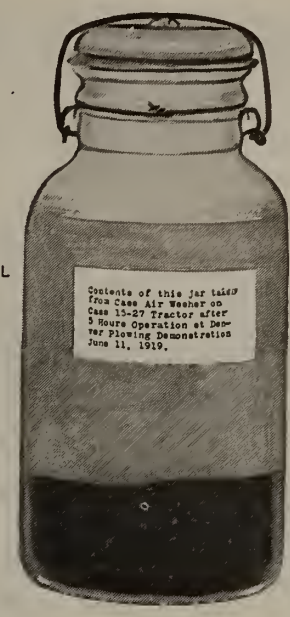
INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N.B.



Sectional View of Case Air Washer

Note that the air is drawn downward through the water, passing through a fine submerged screen, which breaks up the bubbles; then upward through the water, washing out every particle of dust.


Contents of this jar taken from Case Air Washer on Case 15-27 Tractor after 5 Hours Operation at Denver Plowing Demonstration June 11, 1919.

The glass jar illustrated, approximately ½ gallon capacity, shows sediment removed from Case Air Washer after a 5 hour run.

Look for the EAGLE
Our Trade Mark

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

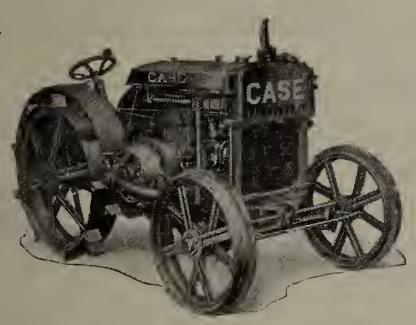
The Case Air Washer

The "Dust-mask" That Protects Case Kerosene Tractors

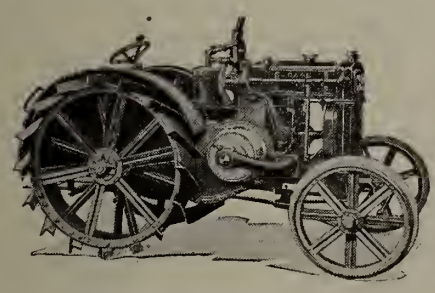
DUST and grit are just as surely fatal to tractor cylinders and pistons as is poison gas to human lungs. Working in dusty fields, the unprotected tractor sucks in sand and grit which passes through the carburetor and into the cylinders. The result is scoring of cylinder walls and piston rings. causing loss of compression and power.

The Case Air Washer, shown in sectional view above, prevents dust or grit entering the cylinders of Case Kerosene Tractors. All air drawn into the motor by the suction of the pistons must pass through water and through a screen submerged in water. This removes every particle of dust and grit. It also moistens the air, thus increasing the efficiency of the motor.

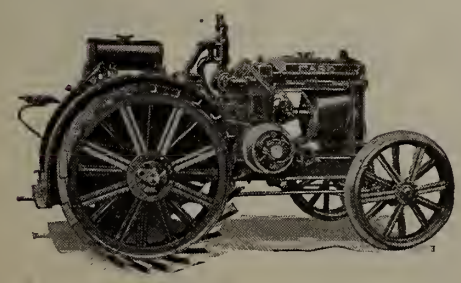
The half-gallon jar illustrated above, shows the dust and grit collected by a Case Air Washer during a five hour run of a Case Kerosene Tractor in a dusty field. Just imagine the damage possible from working this grit through a tractor motor in five hours; then multiply that damage by every half-day the tractor works, and you will understand *one* of the many points of superiority of Case Kerosene Tractors. Write for catalog showing their other advantages.



Case 10-18 Kerosene Tractor



Case 15-27 Kerosene Tractor



Case 22-40 Kerosene Tractor

J. I. CASE THRESHING MACHINE CO., Inc.

Dept. M-8, Racine, Wis., U. S. A.

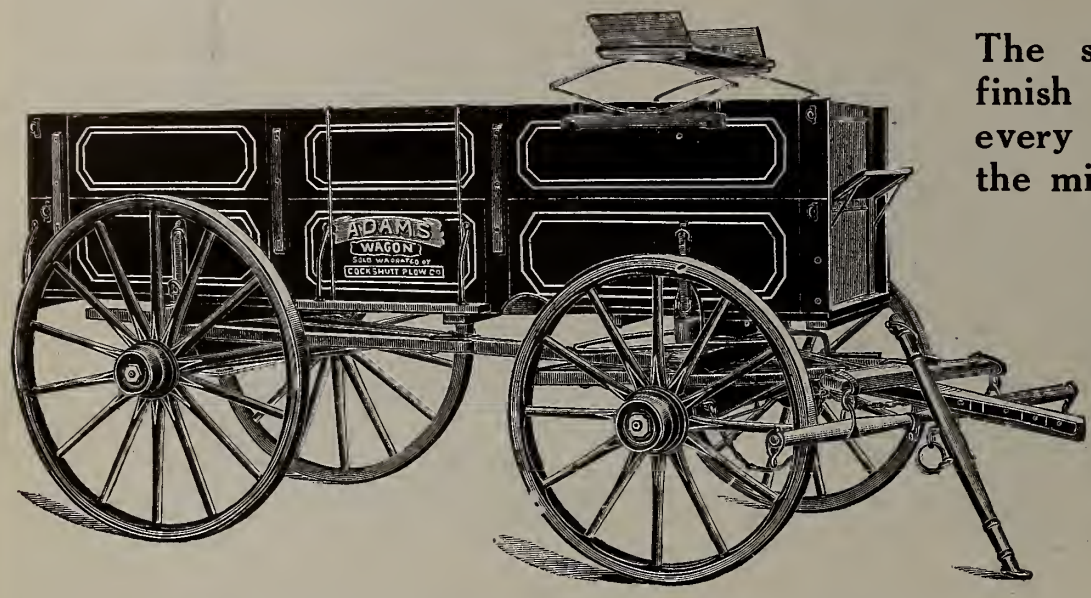
Making Superior Farm Machinery Since 1842

CASE

TRADE MARKS REG. U. S. PAT. OFF. AND IN FOREIGN COUNTRIES.

KEROSENE TRACTORS

You Make a Life-long Friend of Every Man to whom You Sell an Adams Wagon

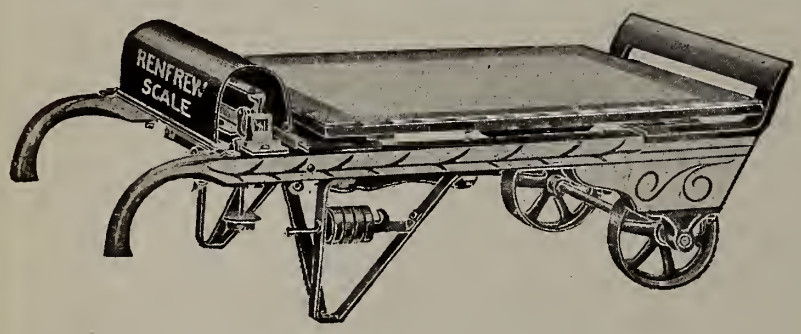


The splendid design, material and finish of the Adams Wagon turns every farmer into a live "prospect" the minute he sees it on your floor.

There's more than that—the reputation for long years of hard service of the Adams is well known in every locality. Not for nothing have we been putting the highest grade seasoned timber, the best open hearth steel, and the best type of Canadian workmanship into the Adams for the past twenty-five years. The harvest of steady, easily made sales is getting bigger every year. Why not come in on it with us? We're at your service!

Let us send you our latest Catalogues and full particulars of the big complete Cockshutt line.

Handy Weigh Scale



Every Farmer Wants One

to weigh Bags of Feed, Grain, Potatoes, Vegetables, Butter, Poultry, Pigs, Sheep, Cattle, etc.

No Obstruction Higher Than Platform

to prevent putting on a rack for weighing livestock or anything less than 2000 lbs.

A customer writes: "A few days ago I sold a steer to the butcher for $15.00 more than I would have received had I depended on guessing the weight."

Government Inspector's Certificate Attached to each Scale

They are absolutely accurate; weighing 1 lb. up to 2000 lbs. Moveable anywhere and set up in a corner when not in use, taking up very little room.

Every Farmer Wants One. Order Now.

Renfrew Cream Separator

Gets More Cream and Better Butter with Less Work . . . .

The great skimming record of the Renfrew is backed up by Government Dairy School tests.

The patented curved wings in the bowl distribute the milk in a thin sheet to the discs so that each disc gets an equal amount to skim. The wings themselves do more than half the skimming, leaving the discs free to do the balance to perfection.

The Only Separator with Interchangeable Capacity

Easy to fill. Easy to turn. Easy to clean.

Cockshutt Plow Company, Limited

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. XVI., No 8 WINNIPEG, CANADA, AUGUST, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year. $1.00 / Per Copy, 10c.

Large Farm Machinery Display at Brandon Exhibition

Many Exhibitors Showed Vast Variety of Lines

The twenty-fifth annual exhibition at Brandon, the great Provincial Fair, was well up to the highest standard of similar events in past years. It was held from July 19th to 24th and was attended by huge crowds of sightseers. The weather throughout the week was perfect, with the exception of Friday which was spoiled by rain which, however, was welcome under the circumstances, as it was badly needed by the crops.

The farmers were not in evidence the first two days of the fair in so great numbers as usual, but on Thursday all records were broken, an attendance of over 37,000 paying admission at the turnstiles. On Wednesday some 30,000 were present.

The livestock exhibits set new records in many classes from standpoint of numbers and the quality of the animals shown. In the cattle, horse, sheep, swine, there were exceptionally large entries so that the judging was a formidable proposition. Brandon held its own as the greatest stock fair in Canada in point of numbers of the pedigreed animals shown and the number of high grade breeds represented. In the live-stock parade, on July 22, held before the grandstand, two hundred high-class horses and cattle, worth hundreds of thousands of dollars, participated.

The vaudeville attractions and platform events were of a high order of merit, and the side shows were well patronized along the Midway, which was much larger than in former years. The improvements to the grounds were of distinct value in handling the large crowds.

Automobile races and auto polo furnished the lovers of excitement with all they desired. It is hard to say which of the two are the most dangerous pastime. In the auto polo the cars whirl and dart like skaters on ice, and upsets are frequent. A series of excellent musical rides was given by the local troop of the R.N.W.M. Police. High class bands did much to enliven the proceedings daily.

The racing events were closely contested, the hurdle racing being especially good. In the excessive heat that was experienced throughout the week, the cool, shady grounds were proof conclusive that Brandon is very fortunate in possessing so good a location for the Provincial Exhition.

Manager W. I. Smale, the directors, and their able body of assistants, were here, there and everywhere looking to the smooth operation of everything in connection with the exhibition. The administration of this great annual event proves that as a manager Mr. Smale has a distinct genius, and always seems to have some innovation to make the exhibition of interest. As in the past the citizens of Brandon cooperated loyally with the directors in making guests to the city feel welcome.

As in past years, Canadian Farm Implements gives the only complete report of the entire farm machinery and equipment exhibit at the Fair, comprising an individual record of the showing of every exhibitor and the lists of machines they displayed.

This year the number of farm implement and tractor exhibitors far out-numbered the showing made in 1919. While business was quiet at the start of the week, the firms showing reported satisfactory business towards the end of the week and all secured a large number of valuable prospects for their lines. The farm machinery display, which is held to be the biggest staged in Canada, is invariably a center of attraction for both the farmer and his wife, for year after year there are more and more lines shown which lighten labor for the woman in the farm home.

At this year's Exhibition sixty-five firms showed lines which they manufacture or distribute in the Canadian West. Of this number twenty-four firms showed a total of over fifty tractors, that is twenty-four different makes of tractor were on display. These varied from crawler types to three and four-wheeled models, and of all horsepowers from 8-16 H.P. to 30-60 H.P. Following are complete particulars of the individual exhibits:

Tractors, Threshing Machinery, Engines and Implements

Commencing from the eastern end of the large part of the grounds apportioned to the farm machinery exhibits, the first exhibit encountered was that of the Monarch Tractor Sales Co. Ltd., Winnipeg. This firm showed one of their 18-30 Monarch tractors, a powerful crawler-tread type of machine.

Next in line came the exhibit of Mitchell's Hardware Limited, Brandon, distributors for Francoeur Engines and Threshers, Ltd., Camrose and Saskatoon. They had on view a Moody separator, 30 x 38, with full equipment, also a Moody separator of the same size, with hand feed, operated by a Cletrac tractor 12-20 h.p.

The Minneapolis Steel and Machinery Co., Winnipeg branch, had on display one of their 28 x 48, all-steel, "Twin City" separators, which was belted to a Twin City 12-20 tractor. W. M. Graves, Winnipeg, assistant manager, was in charge of the exhibit.

The Robert E. Bell Engine and Thresher Co., Winnipeg, showed two of their 15-25 h.p. "Imperial" kerosene tractors, one being attractively finished in ivory white. One of the tractors operated a 20 x 32 Imperial thresher with complete equipment. Three 24 x 40 Imperial Junior threshers were on view unattached. W. R. Cole, Western Canadian manager, visited the exhibition.

The Canadian Fairbanks-Morse Co., Ltd., Winnipeg branch had on display a very complete exhibit of their leading lines. Two of the well-known Wallis 15-25 h.p. tractors were shown. Alongside these was a 24 x 46 Fairbanks-Morse tractor special separator, with complete equipment. This machine was driven by another Wallis tractor. Type "Z" Fairbanks-Morse farm engines were shown in 1½, 3 and 6 h.p. sizes. A Fairbanks-Morse feed crusher, with 6-inch plates was shown, also two of the companies type "F" forty-eighty electric lighting plants with storage batteries complete were on view in the company's tent. These plants were a centre of attraction for the farmers visiting machinery row. A very nice exhibit was completed by one of the company's "Leader" noiseless suction

Brandon Exhibition:—A Scene near one of the Display Buildings

pumping outfits, which was operated from the storage batteries of a type "F" lighting plant.

The George White & Sons Co., Ltd., Brandon, had on display the only steam tractor on the grounds. This was a 17 h.p. White special steam engine. This engine operated a 28 x 46 Challenge separator with complete equipment. The company also showed two "Allwork" kerosene tractors, 14-28 h.p., one operating a 20 x 36 Challenge separator, the other a 24 x 40 Challenge; both separators had all attachments. Mr. Popkin, sales-manager, was in charge of the very interesting exhibit.

The Waterloo Manufacturing Company, Portage la Prairie, had one of their Rock Island "Heider" 9-16 h.p. tractors in operation. This tractor had a three-furrow plow attached. Two of the 12-20 h.p. Heider tractors were also shown. These operated 24 x 36 and 28 x 42 Waterloo Champion Separators which were complete with all attachments. A 36 x 56 Champion separator was attached. A three-furrow Rock Island tractor plow, with CTX bottoms completed the exhibit. W. Umbach, western manager of the company was in charge of the display.

The John Deere Plow Co., Winnipeg, in conjunction with their Brandon agents, McLeod and Hanley; had a very nice line-up of the John Deere line on view. A 12-25 h.p. Waterloo Boy, kerosene tractor drove a 24 x 42 Goodison separator fully equipped, this line being distributed by the John Deere organization. A Marseilles all-steel elevator, with a capacity of 15 to 20 bushels a minute was shown, also a John Deere binder. A John Deere light tractor plow, 4-bottom size, was on view, also a John Deere nine-tooth cultivator. The exhibit was in charge of D. B. McLeod, sales-manager of the Winnipeg branch.

The Brandon branch house of the International Harvester Company of Canada had a very complete display of their lines. A 15-30 h.p. International truck was operating a 28 x 46 International separator fully equipped. A 10-20 h.p. Titan tractor drove a 22 x 38 International separator with all attachments. International stationary kerosene engines were on view in 1½, 3 and 6 h.p. sizes. A Hamilton 3-furrow light tractor plow, a 12 ft. International tractor cultivator and a style F ensilage cutter completed the exhibit which was in charge of J. C. Brosnahan, manager of the Brandon branch.

The Advance-Rumely Thresher Co., Winnipeg, showed one of their 12-20 h.p. Oil Pull tractors which was belted to a 22 x 36 Rumely separator fully equipped. A 16-30 h.p. Oil Pull drove a 28 x 44 Rumely separator with all attachments and a 20-40 h.p. Oil Pull a 32 x 52 Rumely separator. M. J. Carruthers, Winnipeg manager, was in charge of the display.

The Aultman-Taylor Machinery Co., Portage la Prairie, showed one of their 30-60 h.p. Aultman-Taylor tractors, a special road building machine. A 22-45 h.p. tractor drove a 32-inch separator with all attachments. A 15-30 h.p. Aultman-Taylor tractor operated one of the company's 27-inch separators, fully equipped, the threshers being fitted with the Heineke feeders, 27-inch size. G. C. Kane, manager, was in charge of the exhibit.

The Canadian Avery Co., Winnipeg, had on view an Avery 14-28 h.p. tractor driving one of their 20 x 30 Yellow-Fellow separators. They also showed an 8-16 h.p. Avery tractor which ran unattached.

The A. Stanley Jones Co., Ltd., Saskatoon, showed one of their 28 x 36 small threshers for tractor use, also one of their combination threshing outfits, comprising a 28 x 36 thresher operated by one of the company's 15 h.p. "Call of the West" engines, running a kerosene. Of special interest in this display was an old thresher, made in 1864 by C. A. Desjardins, Que. This ancient machine was in remarkably good shape; the pulleys are of wood and the thresher had been operated by an old horse-power. It is believed to be the oldest thresher in existence in Canada, and formed a very interesting memento of the early days of the thresher industry. This machine was shown by the company at the Saskatoon, Brandon and Regina Fairs. P. Mylrea was in charge of the exhibit of the company.

The Huber Manufacturing Company, of Marion, Ohio and Brandon, showed two of their 24 x 42 New Huber separators which were operated by Light Four Huber 12-25 h.p. tractors. They also showed a 28 x 48 New Huber special separator. All the threshers were completely equipped. Jos. Neilly, manager at Brandon, was in charge.

The Gray Tractor Co., of Canada, Winnipeg, had on view two of their Gray 18-36 h.p. tractors, machines with a wide drum drive design and no transmission. From side arms on the tractors were hitched a line-up of discs and drag harrows, showing the value of this feature in the Gray tractor. A. W. Prugh, Manager, was in charge.

W. W. McClary, Brandon, local agent for the company showed a Delco-light plant as made by the Domestic Engineering Co.

The Sawyer-Massey Co., Winnipeg, had on view an 11-22 h.p. Sawyer-Massey kerosene tractor belted to a 22 x 36 separator fully equipped. They also showed a 28 x 44 separator with all attachments and a three-bottom La Crosse tractor plow.

The Goold, Shapley and Muir Co., Portage la Prairie and Regina, showed one of their 15-30 h.p. Beaver tractors operating a 24 x 42 Waterloo Champion separator with all attachments. A 12-24 h.p. Beaver ran unattached, alongside of which was a 2 h.p. Ideal Kerosene engine with high tension magneto ignition and a 7 h.p. throttle governed kerosene engine of their make. "Maple Leaf" grinders were shown in various sizes, also a complete range of the smaller size Ideal engines made by the company. F. A. Nuttall was in charge of a very interesting showing of this well-known Canadian-made line of farm machinery.

R. A. Lister & Co. (Canada) Ltd., Winnipeg, had a very complete display of their lines on view in their large exhibition tent. This comprised a Lister-Bruston electric lighting plant of 60 light capacity, complete with switchboard, also a Lister-Bruston 3 Kilowatt lighting plant. The plants were in operation running festoons of lights. Lister stationary farm engines were shown in 5 h.p. and 8 h.p. sizes, also a 3 h.p. Canuck engine as sold by the company. A 13-inch Lister ensilage cutter was on display, but the great center of attraction was the new type Lister milking machine a very compact and practical aid to the dairy farmer. An exceptionally complete show of cream separators was in evidence, comprising a series of the well-known Melotte cream separators in 400 and 500 pound sizes, both solid base and leg models. The Lister-Premier cream separators were shown in sizes varying from 400 to 850 lbs. Electric motors for home use, vacuum cleaners, electric washers and other accessories completed a very attractive display which was in charge of D. N. Jamieson, assisted by a corps of salesman.

Canadian Tillsoil Farm Motors Ltd, Winnipeg, showed two of their 18-30 h.p. tractors, a new Canadian made machine that attracted much attention. Two other Tillsoils were operating 28-inch Sawyer-Massey separators. Barney Baker, manager of the company, was in charge of the exhibit.

The Tillers Machinery Limited, Saskatoon, showed one of their new "White" combination sheaf loaders and carriers. This machine is stated to take but four horses to operate. It holds two loads and acts as a rake. The machinery is located at the side of the machine, which seemed of strong construction and efficient. It is equipped with roller bearings throughout to reduce draft and has a sloping floor to facilitate the work. W. E. White, the inventor, who was in charge, says that some twenty of these machines have been tried out and that they have given great satisfaction.

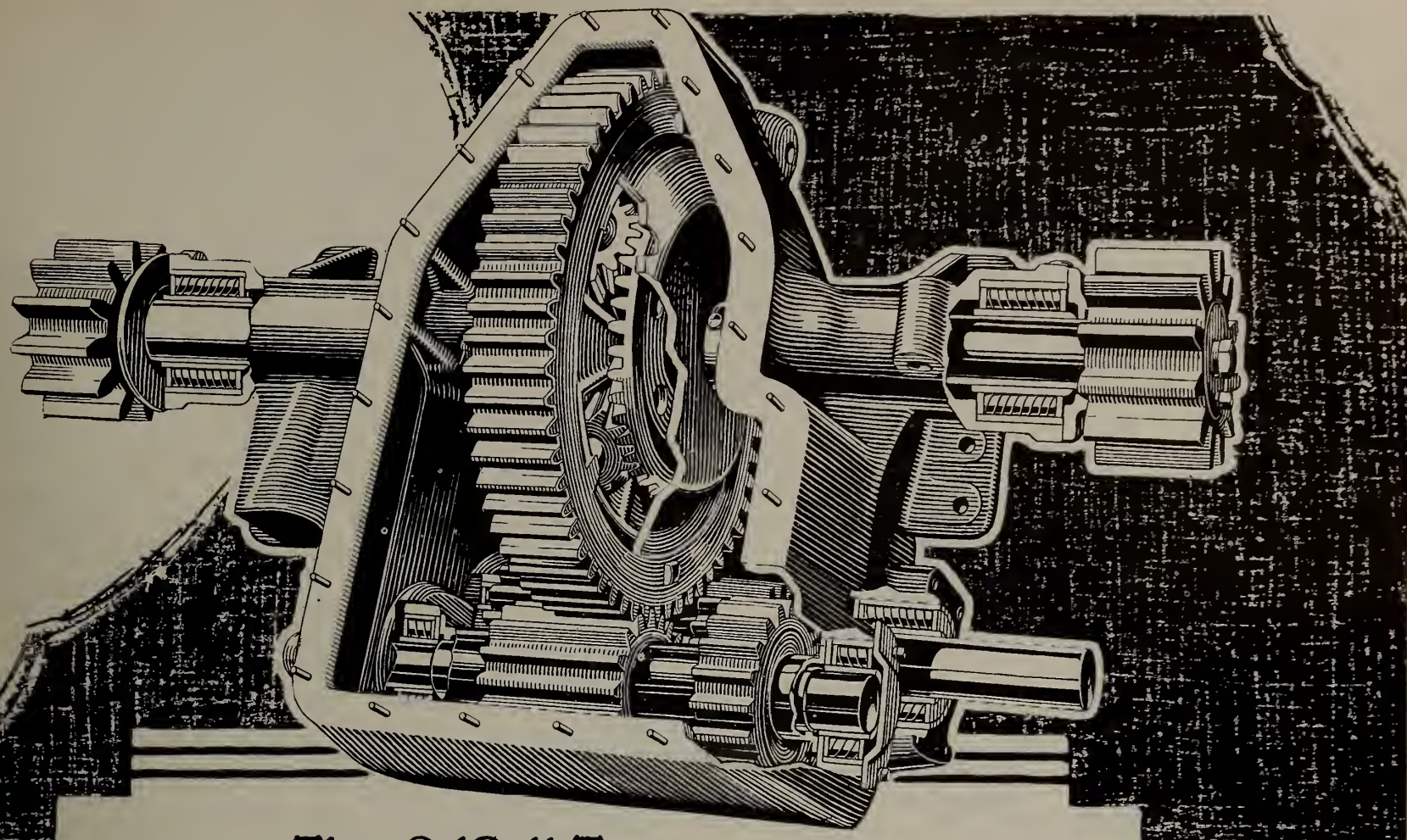
The Link Manufacturing Co., Portage la Prairie and Kansas City, showed one of their "Liberty" grain blowers, recleaners and graders. This machine combines an elevator, fan mill and grader, and is said to give wonderful results. It will handle from 300 to 800 bushels per hour—a wagon load in 3 to 7 minutes. It has but one moving part, a strong steel fan. One man can move the whole machine, which can easily be operated by a 6 h.p. engine. The "Liberty" was operated by one of the company's automobile power pulleys, a very simple attachment which can be applied to the rear wheel of a car. G. E. Morris, manager of the company at Portage la Prairie, was in charge of the exhibit, and Mr. Wallace, manager of the Kansas City factory was also present.

The Emerson Manufacturing Co., Winnipeg, showed a line of their Hafa-Hors, ½ h.p. stationary engines which were operating the Emerson wild oat separators in three and six-shoe models. The Hafa-Hors engine is manufactured in Winnipeg and starts by merely stepping on a pedal. It is well adapted for farm home use and all light work. The ladies showed remarkable interest in its simplicity.

The Canadian Stover Co., Brandon, had on display a line of their engines, wagons, feed cutters, saws, cream separators, grinders, churns, etc.

The Winnipeg branch of Canadian Oil Companies Ltd., had on view a very attractive showing of their En-ar-co motor oils, greases, axle dopes, gasoline, auto tops dressing, etc.

The Genco Farm Lighting Co., Brandon, showed one of their Genco farm and home lighting plants, a very compact and practical installation which is very easily operated. Automatic regulation and radiator cooling are features in this plant which attracted much attention.



The OilPull Transmission Maintains OilPull Quality

Of vital importance is the transmission of the tractor. For upon it depends to what degree the power developed by your tractor motor is made available for practical use.

The truly efficient transmission must deliver the full power of the motor to the drawbar with minimum loss—carry tremendous loads and withstand this constant grind for many years.

The OilPull transmission is first *designed* right. It is built entirely of spur gears—a design that gives greater simplicity, greater durability and greater economy of power.

The OilPull transmission is *built* right. The shafts are made of chrome steel — heat treated—ground to the one-thousandth part of an inch and mounted on Hyatt Bearings.

The gears, too, are made of special wear resisting steel, are case hardened, and run in a bath of oil.

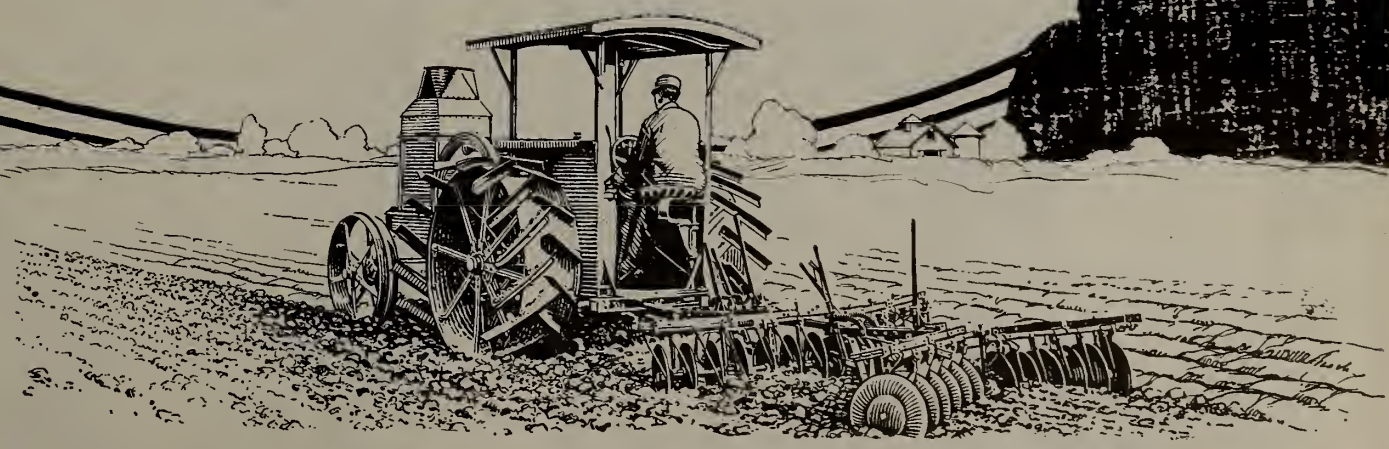
Performance has proved the value of the OilPull transmission — many of the first OilPulls built, at the start of the tractor industry, are still in operation with their original transmission still giving satisfactory service and good for many years more.

The OilPull transmission is but another proof of OilPull quality—the kind of quality tractor buyers want in a tractor — the kind that makes the OilPull leader in every community into which it is introduced.

There's an OilPull for every buyer — 4 sizes, 12-20, 16-30, 20-40 and 30-60 H. P. Now is the time to secure full details of a Rumely dealership.

ADVANCE-RUMELY THRESHER COMPANY, Inc., LaPorte, Indiana

Calgary, Alta. Regina, Sask. Saskatoon, Sask.
Winnipeg, Man. 48 Abell St., Toronto, Ont.



At the University of Ohio Tractor Tests January, 1920, the OilPull broke its own world's record for tractor fuel economy which it had held unbroken for eight years.

ADVANCE-RUMELY

The Twin City Separator Co. Ltd., Winnipeg, as in past years had a complete line-up of their well known line of Bull-Dog fanning mills. This embodied their wild oats separators in three and six-roll sizes, also the special 12-roll machine, a type with exceptionally large capacity. The Bull-Dog mills were on view in 32, 40, 48 and 64 inch widths, all of the latest type with force feed attachments. Some of the machines were operated by Hafa-Hors engines, showing their clean-efficiency on various mixtures of grain.

Jackson Machines Ltd., Saskatoon, showed one of their combination sheaf loaders and carriers, also a 27 x 42 low down thresher.

Henry Rustad, Winnipeg, had on view one of his Great-West portable grain elevators, a machine of excellent design which was being operated by a 3 h.p. Empire engine.

In their permanent building on the fair grounds, Manitoba Engines Limited, Brandon, had as usual a very comprehensive line of their machines. This included a 14 h.p. Manitoba Peerless portable engine, using kerosene, also a 12 h.p. portable of the same general design. Manitoba Peerless engines in the stationary type were on view in 1½, 6 and 8 h.p. sizes. An array of pump jacks were in operation, while pole and wood saws were shown in different makes. The line of grinders made by the company were displayed in 8 and 10 inch sizes, also complete pumping outfits in operation. Wood and iron stock and domestic pumps ranged alongside pump cylinders, well points and a display of grinder plates. A Manitoba Peerless vaneless pattern windmill was shown, also the company's steel mills in 5 ft. and 8 ft. sizes. Galvanized steel troughs for stock and domestic uses were shown, also special stock troughs and cistern pumps, and three McKinney road drags completed a fine display which was in charge of P. M. Ames, manager of the company.

The Townsley Manufacturing Co., Brandon, had on view a series of seven of their Townsley ventilators for barns, halls, etc. They also showed their cattle stanchions and hay and litter carriers and a display of their giant combination grain cleaners and graders, 20 and 30 inch sizes with capacities up to 400 bushels per hour. A line of the Townsley lightning protection systems was also shown and patterns of their lunch boxes—a new line they manufacture, especially adapted for school children and picnic use, as they keep the contents hot.

The Anderson-Roe Company, Winnipeg, showed a couple of the units in the Emerson line, as distributed by them—an Emerson 12-20 h.p. kerosene tractor which was operating a 24 x 32-inch Geiser separator with complete equipment.

The Dominion Power Machine Co., Winnipeg, showed one of their car power attachments, which operate from the rear wheel and are claimed to operate up to 7 h.p. capacity. The attachment was driving an Emerson wild oats separator.

Beatty Bros. Ltd., Winnipeg, had on view a line of their steel stalls and stanchions, litter carriers, etc. They also showed their power churns, hand washers and power washers, dish washing machines, etc., operated from a line shaft. A line of their tanks and step-ladders were also on view.

A. L. Campbell, Brandon, showed his fencing and gates as adapted to farm use.

Tractioneers Limited, Winnipeg, had on display one of their new model Stinson tractors, 18-30 h.p., and also showed the efficiency of their special dynamometer tractor hitch, a hitch that not only saves the implement and tractor from excessive strain but shows the load being hauled in pounds.

Canadian Allis-Chalmers Ltd., Toronto, had on exhibit two of their 18-30 h.p. Allis-Chalmers tractors, machines of strong design and excellent finish. One was running in a circle unattended. G. E. Kamm, manager of the tractor division of the company, was present during the fair.

E. Spenst, Gretna, had one of his fanning mills on view, which was being driven by a Manitoba engine.

The Garden City Feeder Co., Regina, showed two of their Garden City feeders, fourteen-feet with folding carriers. These feeders have great width and steel bottoms, a friction drive on the carrier preventing breaking. Caswell belt guides were also shown.

The Stewart Sheaf Loader Co., Winnipeg, showed a Moline-Universal tractor, 9-18 h.p. which was operating a New Era separator,

LONDON CONCRETE BLOCK MACHINE
makes concrete blocks in all sizes and designs.
Concrete Blocks are suitable and economical for building dwellings, stores, barns, factories, and foundations.
The machine will save the price of itself in one dwelling. Send for Catalogue No. 3.
Agents Wanted in all Unoccupied Territory
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery.

BT Ready-to-ship Pumps

Always Ready

Your pumps are waiting at any branch for you when your order arrives.

No waiting, no delay, but prompt shipment and the best pumps made. You will appreciate our Ready-to-ship Pumps and Service.

BEATTY BROS. LIMITED

WINNIPEG, MAN. FERGUS, ONT. MONTREAL, QUE.
EDMONTON, ALTA. LONDON, ONT. ST. JOHN, N.B.
VANCOUVER, B.C. LONDON, ENG., 16 Holborn Viaduct

Handles Grain By Air

Elevator and fan mill combined. Moves, cleans and grades grain in one operation. Elevates 40 feet. Blows out filth. Increases grading. Saves inferior grain for feed.

No Buckets, Chains or Gears

The air blast does it all. Simplest, lightest, least expensive elevator made. One man can move it. Nothing to get out of order. Only **one** moving part—a strong steel fan.

Liberty Grain Blower

Capacity, 5 to 18 bushels of threshed or shelled grain per minute. Driven easily by 5 H.P. engine or automobile power pulley.

Ends Scooping. Fills farthest corners of biggest bins or cars without shoveling. Takes the place of 3 men. Trouble proof. Made to last for years. Endorsed by users everywhere. Fourth year of success.

Sells Itself—Pays Its Way Little talking needed to sell the Liberty. As a grader alone it pays for itself on the first job. Dealers who want the best grain-handling equipment on the market should apply immediately for terms and territory. Production limited. To get this money maker, write TODAY.

LINK MFG. CO.
Dep. 226, Portage la Prairie Man

24 x 46, with complete equipment. Alongside stood a New Era combination sheaf loader and carrier, a strongly constructed machine, and one of the well known Stewart loaders, a pioneer machine of this type.

W. J. McFadzean, Elkhorn, showed one of his special chain harrows, a wide cut pattern weighing about 400 pounds. There should be a distinct demand for this type of harrow in many districts, as they are extensively used by farmers in Great Britain and give excellent results in tillage work.

The Cushman Motor Works of Canada, Winnipeg, showed one of their Lauson 15-25 h.p. tractors which was belted to a 24 x 46 Lincoln separator with complete equipment. Cushman light weight engines were shown in 4 and 8 h.p. sizes, one operating a New Dual grain cleaner, a type with double feed and re-cleaner design handling 100 to 130 bushels per hour. Superior fanning mills were also shown, with 40 to 55 bushel capacity. A. E. Donovan, manager, was in charge of the exhibit. E. B. Sawyer, president of the Cushman Motor Works, Lincoln, Neb., was an interested visitor to the exhibition.

The Winnipeg branch of the J. I. Case Threshing Machine Company had an interesting display of their machines on the ground. They showed a 22-40 h.p. Case gas tractor which was belted to a Case 32 x 54 separator. A 15-27 h.p. Case drove a 26 x 46 separator fully equipped, and another 15-27 Case a 22 x 36 separator. Four other 15-27 Case tractors were on view, also a line of the company's 16-inch 10 ft. disc harrows and four and three bottom Grand Detour tractor plows. A line of water tanks completed a very interesting exhibit by this company.

The Canada Ingot Iron Co., Winnipeg, showed a line of their American Giant road graders, large and powerful machines.

The Made-in-Canada Steering Device Co., Winnipeg, showed their devices attached to Ford cars, this equipment being designed to prevent accidents by controlling the front wheels by spring tension.

Robinson-Alamo Ltd., Winnipeg, had a very nice display of their Silent-Alamo lighting plants. These were shown in 100 light sizes, and were supplying current to an array of lights. This plant runs practically without vibration and is very compact. An electric washer was operating from the current and the company also showed a line of portable motors and electric accessories. W. N. Robinson, manager, was in charge of the exhibit.

Imperial Oil Limited, Brandon, showed a complete line of their Polarine oils and greases, kerosene tractor oil, Premier gasoline, Royalite kerosene, lubricating oils, greases and lubricants of all kinds. Their products were extensively used by the tractors on the grounds.

Chase Tractors, Inc., Toronto and Winnipeg, showed a line of their 12-25 h.p. tractors, a Canadian made machine which attracted much attention from the farmers present.

The Goodyear Tire and Rubber Co., Toronto, showed a complete line of their farm belting, varying from their light belts for operating feed grinders and small machines to their heavy thresher patterns. They also displayed their lines of Neolin soled shoes.

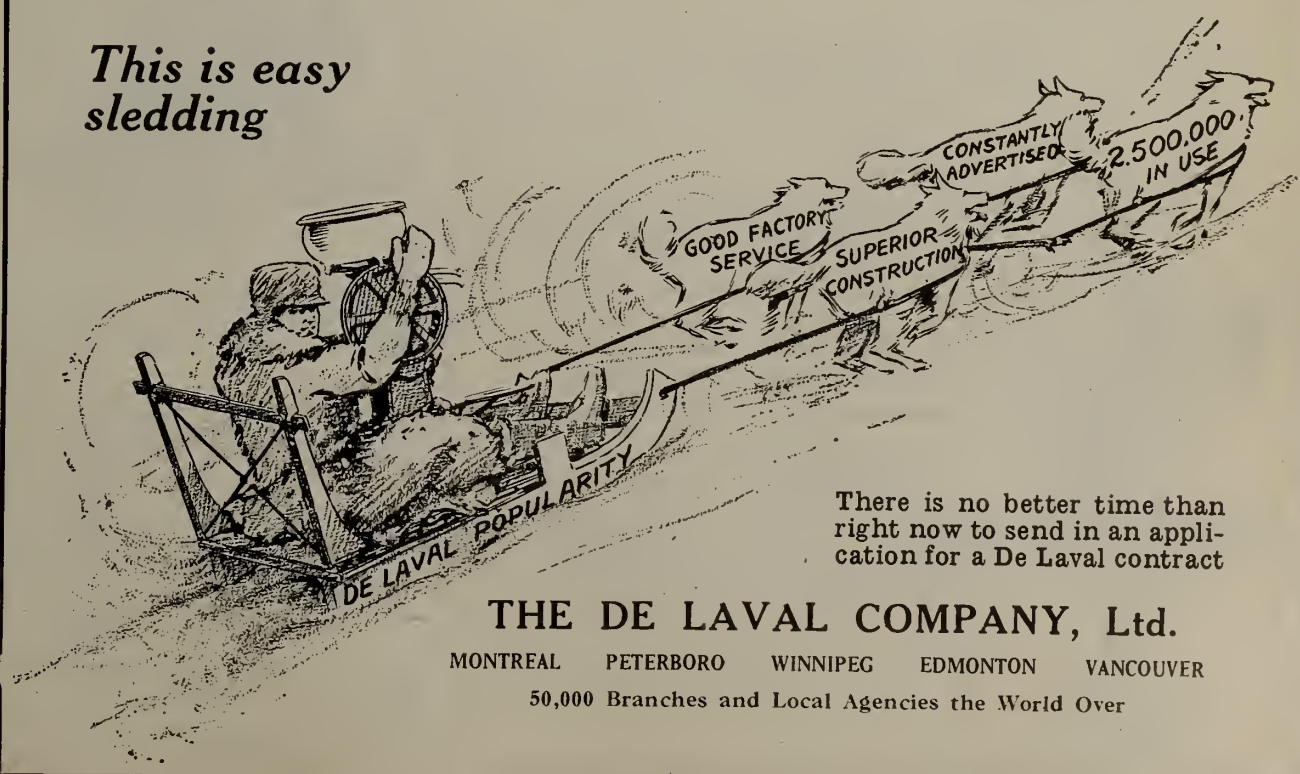
McNichol, Muir & Co., Saltcoats, Sask., showed two of their Peerless grain cleaners and graders, in single and double drum patterns with capacities of 25 and 60 bushels per hour. These grain cleaners are equipped for hand or power and have but one riddle. The grader is a spiral coil of conical shape, running inside the

Do not sign an "up-hill" contract

DE LAVAL SEPARATORS ARE EASIER TO SELL

De Laval Cream Separators are easiest and most profitable to sell, for several reasons: First, mechanical superiority—the De Laval is the closest skimmer, is easiest to turn and to wash, and lasts longest. Second, service rendered—the manufacturers always render prompt and intelligent service. Third, prestige—the De Laval is the best-known cream separator in the world; there are more of them in use than all other makes combined. Fourth, it is constantly advertised in farm papers and by direct-to-the-farm folders and letters. Fifth, there is a De Laval salesman conveniently located in every dairy community, ready to help De Laval dealers.

This is easy sledding



There is no better time than right now to send in an application for a De Laval contract

THE DE LAVAL COMPANY, Ltd.

MONTREAL PETERBORO WINNIPEG EDMONTON VANCOUVER

50,000 Branches and Local Agencies the World Over

drum. This machine has several innovations in fanning mill design and was of considerable interest to the farmers.

Gutta Percha and Rubber Ltd., Toronto, showed a line of their belting for farm use, also their hose and their automobile tires in different sizes and tread designs.

In the Industrial Building the J. Stewart Manufacturing Co., Winnipeg, showed their line of ranges.

The J. H. Ashdown Hardware Co., Winnipeg, showed their furnaces, pumps, pump jacks and stationary engines.

The Petrie Manufacturing Co., Winnipeg, had on display eighteen models of their Magnet cream separators, varying in capacity from 400 to 1,000 pounds per hour.

The Fortuna Cream Separator Co., Winnipeg, showed six of their separators, which varied in capacity from 100 to 200 pounds per hour.

In the automobile section, under the grandstand, there was a very attractive showing of this year's automobile models. Joseph Maw & Co., Winnipeg, showed a Reo touring car and two Reo speed wagon trucks.

The L'Air Liquide Society, Winnipeg, gave daily demonstrations of oxy-acetylene welding, showing how steel, iron, aluminum and brass can be repaired and made as strong as before breaking. They displayed their gas cylinders, gauges, torches, tips, filler rods and other welding equipment.

The Cleveland Tractor Co., Regina, showed a display of the parts of their machine illustrating the quality of material, hardening and finishing of the gearing, shafts, etc.

Western Canada Motor Co., Winnipeg, exhibited three of their new models of the Gray-Dort car.

Williams Motor Co., Winnipeg, had on display models of their Maxwell and Chalmers cars.

The Manifold Light and Power Co., Winnipeg, showed two of their Phelps farm electric lighting plants, a very compact and easily operated installation.

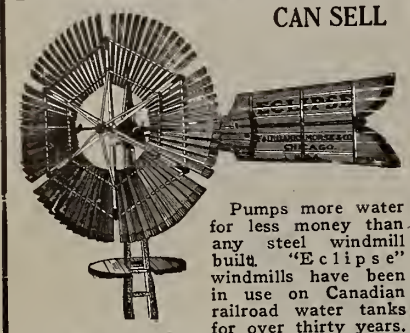
Mitchell's Hardware Ltd., Brandon, exhibited electric washers, irons, vacuum cleaners, etc.

The Johnson Hardware Co., Brandon, showed a range of electric appliances and also a lighting plant for farm use.

McDonald & McKinnon, Winnipeg, Manitoba distributors for the Canadian Briscoe Motor Co., Brockville, Ont., had on display two of the new "Four-Thirty" Briscoe cars, the very latest type produced by the company. These cars have a most attractive appearance and are finely finished, the body design and lines being exceptionally artistic. Roominess and comfort are features, coupled with excellent upholstery. Behind all is the famous Briscoe motor. Exceptional spring length are provided in the new Briscoe, 54-inch behind and 36-inch in front. The result is the easiest riding car possible to get. F. N. McDonald took the Briscoes, new from the factory and never driven, off the cars at Winnipeg and drove them to Brandon as they were, with a fuel consumption of only a gallon to twenty miles. This says much for the economy of operating the new Briscoe. Messrs. McDonald and McKinnon, in charge of the exhibit reported excellent business at the Exhibition.

"Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



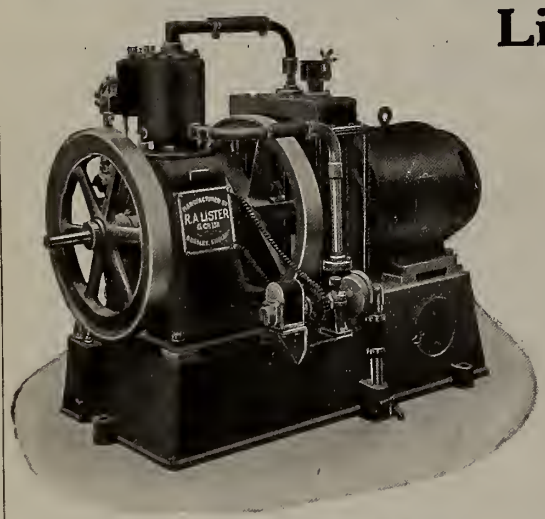
Pumps more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited

Saskatoon WINNIPEG Calgary

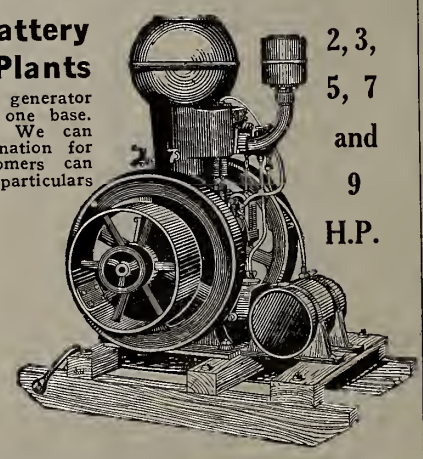


Lister-Bruston Automatic Electric Lighting Plants

Adapted to farm or town use. A big sales opportunity for dealers. Made in 14 sizes. Capacities from 40 to 1500 lights. A size to sell for every demand—farms, town homes, churches, schools, halls, municipal use, etc. Driven by the famous single, twin and four cyl. Lister slow-speed engines. Direct connected to protected dynamo. Electric throttling governor. Simple; easy to operate. Send for descriptive literature on this line.

Lister Storage Battery Electric Lighting Plants

Simple in design. Battery, generator and switchboard assembled on one base. No complicated mechanism. We can supply a lighting plant combination for any requirement. Your customers can use their own engine. Send us particulars of what they need.



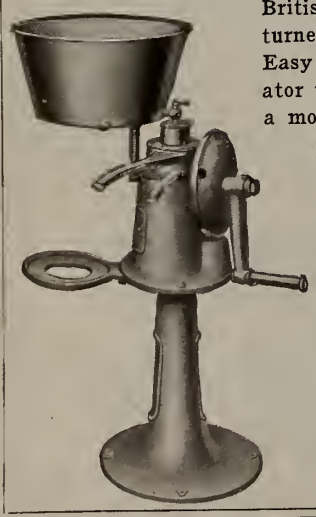
2, 3, 5, 7 and 9 H.P.

LISTER Engines Mean Dependable Power

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition—no batteries. Automatic lubrication. Economical to run. Shipped complete with skids, ready to run. Handle Lister and you get the business.

For Profits — LISTER-PREMIER Cream Separators

Seven Sizes: Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour.



British quality construction. Finest mechanical finish. Simple in design. Short crank, easily turned. Aluminum discs cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run—easy to clean. Milk passes through an aluminum strainer. A high grade separator with skimming efficiency second to none. Get full particulars. The Lister "Premier" is a money maker for both farmer and dealer.

LISTER MILKERS

The world's greatest milking machine. Any engine from 2 h.p. up will operate it. Simple design, easily cleaned. No wear on parts. Perfect action. Easily regulated Pulsator—alternating suction and absolute release. Ask for full particulars and agency offer.

THE LISTER LINE INCLUDES: "Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders, Crushers, Electric Light Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

R. A. LISTER & CO. (Canada) LIMITED

WINNIPEG, MAN. TORONTO, ONT.

Adams Wagon Co. Secure Plant at Petrolia

The Adams Wagon Company, Limited, of Brantford, Ont., a subsidiary of the Cockshutt Plow Company, Limited, Brantford, have secured the plant of the Petrolia Wagon Works, Petrolia, Ont., and are fitting it up especially for the manufacture of sleighs and trucks. The plant is now in operation and will be working to capacity in about a month's time.

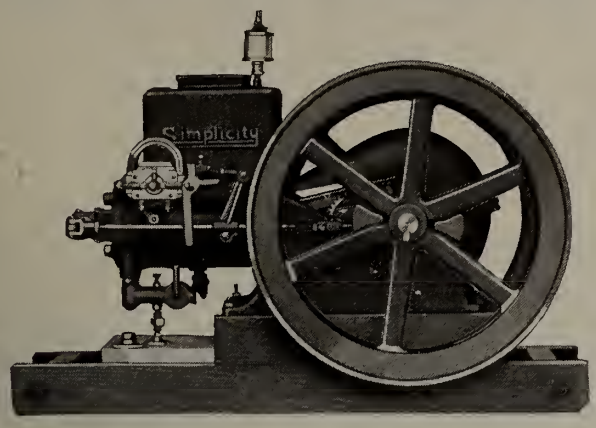
The present plant of the Adams Wagon Company at Brantford was not equal to the demand for its products and this new arrangement will enable the Brantford plant to devote its capacity to the production of farm wagons, dump wagons, drays, etc. Business in these lines is very brisk with this Company to-day.

Cockshutt Add to Plant

A contract has been let for an important addition to the plant of the Cockshutt Plow Company, Limited, Brantford, Ontario. An extension 200 ft. x 70 ft. is to be built to their forge department immediately and will give them additional capacity in this department, the necessity for which has been felt for some time. The company report an excellent demand for their various lines.

Much credit has been given the automobile for progress in the good roads movement, and much belongs to it; but in building good roads the tractor is going to grab off a lot of credit on its own score.

Simplicity



THERE is a Simplicity Engine for every power purpose on the farm. No complicated parts to get out of order. The simple construction means freedom from trouble, long life and full power. Everything in full view. Easy to understand and to adjust.

9 Simplicity Features

Simple Construction—Easy to understand and operate. Free from trouble.

Surplus Power built into every Simplicity Engine.

High-grade Material used in every part.

Absolute Safety—All moving parts guarded.

Smooth Running—Fly wheels are carefully turned, trued and balanced.

Built-in Magneto starts and operates the engine without batteries.

Oil-tight Crank Case and guard prevents throwing and splashing of oil.

Great Economy owing to the simple and perfect working carburetor.

Fully Guaranteed—Every Simplicity Engine is backed by a strong and liberal guarantee.

Sizes—Gasoline 1½ to 16 H.P.; kerosene, 3 to 16 H.P.; stationary, skidded or portable.

Send for Price List and Catalogue

Turner Tractor Sales Co.
Winnipeg, Man.

Power Farm Machinery Co.
Edmonton, Alta.

Turner Mfg. Co., 215 Lake St., Port Washington, Wis., U.S.A.
Export Department: 44 Whitehall Street, New York, N.Y.

"Get down to brass tacks"

IN every line of business, one name comes instantly to mind whenever that business is mentioned. In the cream separator field, that name is "Sharples."

Why does Sharples lead? It is *the only suction-feed separator.* The only separator that *skims clean at any speed.* The Sharples is different in every way from all other separators. And every point of difference is a point of Sharples superiority.

For the same reason, when a dairy farmer nowadays thinks of buying a separator, his first thought is of "The Sharples Dealer."

In short, there is a rock-solid foundation for the steadily-increasing earnings of Sharples dealers—the proven superiority of the separator that they sell.

Write to nearest office for Dealer information.

Sharples
SUCTION-FEED CREAM SEPARATOR
THE SHARPLES SEPARATOR COMPANY
Toronto, Ont.
Montreal, Que. Regina, Sask.

"There are no substitutes for dairy foods"

The Factor of Bearings in Thresher Design

In comparatively few years we have seen a great development in the use of anti-friction bearings in farm machinery. To-day such bearings are used in a variety of implements and machines, and only a beginning has been made in this process of reducing draft, saving power and reducing upkeep expense in the farm machine. Practically all tractors are now equipped with anti-friction bearings and the result has been better service, fewer replacements and reduced operating costs.

Especially important is the use of this type of bearing in the modern thresher. The thresher must run at a constant speed; all its mechanism must synchronise. If the cylinder chokes and the grain is suddenly thrown upon other parts of the machine, loss is caused by the grain going through the blower instead of into the sack. Reliability and economy of operation are vital essentials in the threshing machine. It must run continuously during the short period it is in use, so that in design there should be no possibility of a breakdown. The rotating parts are subject to the heaviest strain and wear and the bearings are therefore the points where the greatest economies can be effected.

As the number of bearings range from twenty to thirty, each consuming a certain amount of power due to friction, it is evident that a considerable part of the power required to operate the thresher is utilized in overcoming the friction of the bearings, and is, therefore, wasted. In other words, a considerable amount of the fuel used in the engine is wasted, which means that the cost of operating the thresher is higher than it should be and the profits correspondingly less.

To run a 32 inch cylinder only, of the average grain separator, empty and alone at its threshing speed, requires on an average 1.93 h.p. The minimum was in a test .78 h.p., with a maximum of 2.32 h.p. This high maximum may have been due to poorly fitted bearings, insufficient lubrication, or poor lubricant. Too often we know that farm machines receive only scanty application of poor lubricating oil. This is, of course, at the expense of power and consequent increase in wear.

Although peripheral speed is almost constant for all separator cylinders, the power to run the cylinder varies. This is probably due to the great difference in weight and, consequently, increased journal friction. Tight boxes or poorly lubricated cylinder shaft bearings on large separators can easily run the power requirement up to 5 h.p. or 8 h.p. without an apparent difference to the operator. The fuel consumption, however, will be increased because of the increased power.

The average horse power required to run 32-inch and 36-inch machines empty, with all attachments, is 26.6 h.p. according to tests made recently. It might be interesting to know that although there are larger machines than 32-inch cylinder and 36-inch cylinder yet the amount threshed per inch of cylinder width is greatest on 32-inch cylinder machines. This is due to the fact that the 32-inch machine is kept working more nearly to its capacity, whereas the larger sizes are not. The power consumption on 32-inch and 36-inch machines is, it is stated, therefore as much as used on 38-inch, 40-inch, 42-inch and 44-inch machines.

Threshing requires power, and it is perhaps the most fluctuating load of any farm machine. Next to plowing, threshing is the heaviest farm work. On a 32-inch cylinder machine it ranges from 20 to 72 h.p. This change often occurs within half-a-minute's time. On small 18-inch cylinder machines without attachments, the range is from about 8 to 22 h.p. These highest figures given are not necessarily the maximum encountered.

Massey-Harris

Farm Implements That Sell Themselves

NO MATTER in what district you live, Massey-Harris Implements are known to every farmer. They need no introduction. They are known for their dependable quality, sterling worth, and soundness of construction. Their good qualities have won the confidence and good will of all who use them.

The year 'round they make it easy to win a livelihood from the soil. Plowing, seeding, mowing, reaping, harvesting and marketing are done with complete satisfaction by means of Massey-Harris Implements.

When a man needs a new machine, past experience with Massey-Harris Implements will guide him to choose another of the same line. Every Massey-Harris machine in use helps to sell another bearing the same name.

Address all applications for representation in vacant territories to the Manager of the Branch nearest you. . . . . .

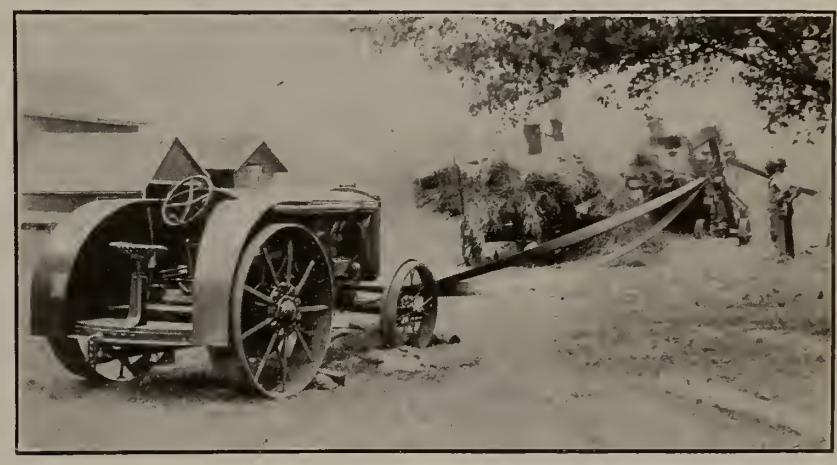
MASSEY-HARRIS COMPANY, LIMITED
HEAD OFFICE - TORONTO, ONT.

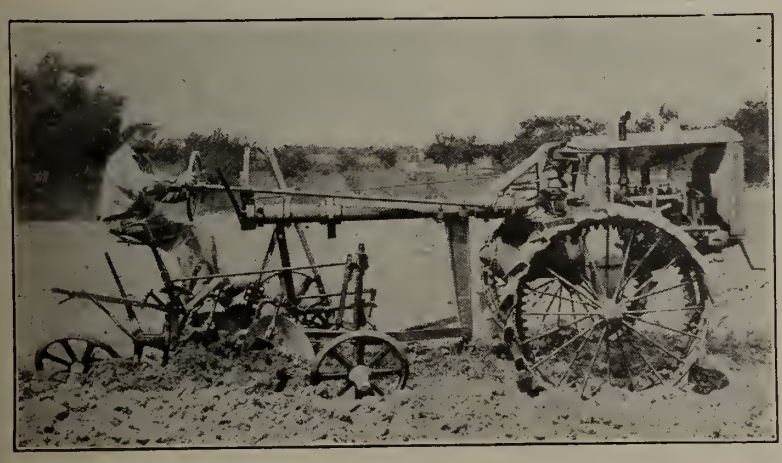
Branches at—**Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current, Yorkton, Calgary, Edmonton.**

Fall Plowing is only one of the Tasks of the ALLIS-CHALMERS TRACTORS

The 18-30 tractor will pull 4 plows and pull them fast. It has well over 30 H.P. for belt work. Its Allis-Chalmers 4-cylinder valve in head motor shows great economy on kerosene at all loads. All moving parts enclosed and dirt proof. It has removable cylinder walls, roller bearings throughout and all other modern features. An Allis-Chalmers product from radiator to draw bar, officially proven a leader in the tractor field. Weight 6,150 lbs.

And for the lighter work we have the 6-12 General Purpose Tractor. It will plow, disc, seed, plant and cultivate. It will pull a binder, mower rake, potato digger, manure spreader, etc., all as a one-man outfit. No special implements required. Built to do the work of 4 good horses and easily attached to any make of horse drawn implement. 12 Belt H.P.





DEALERS DISTRIBUTORS

Why not sell an all-year line of tractors, backed by one of the largest companies in Canada ?

Territory being rapidly taken.

The sales proposition is right.

APPLY NOW!

Canadian Allis-Chalmers, Limited

Head Office: 212 King Street W., Toronto

New Briscoe Now on the Market

The new model Briscoe car, the four-thirty, was shown for the first time in Western Canada at the Brandon Exhibition. Messrs. McDonald & McKinnon, Winnipeg, Manitoba distributors for the Canadian Briscoe Motor Co., Brockville, are enthusiastic over the latest model, which is certainly a master-piece of Canadian automobile design. The nice lines and artistic appearance of the Briscoe are especially noticeable, and as an easy-riding car it should be especially popular. The springs are 54-inch rear, and 36-inch front, giving a suspension that assures comfort on the roughest road.

In finish and equipment the new Briscoe is a distinct credit to the manufacturers, but beyond this its capacity for economical operation is something that appeals in these days of high priced gasoline. Mr. McDonald unloaded the two Briscoes shown at Brandon direct off the cars at Winnipeg, as received from the shipping platform at the factory. Even in their stiff, new condition the cars made the trip to Brandon in grilling heat, doing a little better than twenty miles to the gallon of gasoline. For fuel consumption in a brand new car this is a fine showing indeed.

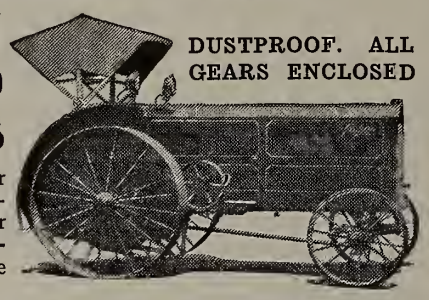
Some of the special features in the Four-Thirty Briscoe for this year that will appeal to the dealer are the following:

The car has a tilted radiator giving a straight line drive from front bearing to rear axle. The New Briscoe is finished in a distinctive shade of blue, with upholstering in long grain leather. The transmission is a unit with motor, selective type, three speeds forward and reverse. Semi-elliptic springs of exceptional length assure easy riding. Hotchkiss drive is a feature, with flexible fabric universal joints. The brake system operates by foot pedal, external brakes contracting on 10-inch rear brake drums. The Briscoe motor is four cyl. cast en bloc, L-head type, 3⅜ by 5 inch stroke. Removable cylinder head and four point flexible suspension are provided.

The equipment is singularly complete in this year's model. The one man top is of black Luxar, Goodyear tires 31 x 4 being regular equipment. Electric headlights and dash lights, operated from the instrument board; pressure oil gauge, gasoline gauge, ammeter, spare rim, jack, tire pump, etc., make this car surprising value in its price class. There should be a good demand for this latest model Briscoe in the Canadian West.

A Winning Sales Combination for the Aggressive Dealer

LAUSON 15-25 : : 15-30 TRACTORS



DUSTPROOF. ALL GEARS ENCLOSED

Plenty of power on drawbar for three plows, depending on soil condition, and sufficient belt power for separators 24 in. to 28 in., depending upon make, and the larger size feed cutters.

The Lauson Tractor justifies its cost by its long service—low operating costs—and results given. Easy running, giving 30 per cent surplus power over rating, efficient draw-bar pull, burning kerosene for fuel, operates easily—and dustproof (for all bearings are encased and bathed in oil)—it gives steady, efficient power. Let us send you full particulars.

LINCOLN TRACTOR PLOWS 2-3 BOTTOM SIZE

Lever action raises third bottom whenever operator desires. Stubble or breaker bottoms. Big clearance. Strongly built. A plow the dealer can sell against any competition. Let us send you full particulars and prices.

Every Tractor Owner a Prospect

LINCOLN Separators

Size 24-46

The Cushman policy has always been to give their dealers and customers modern farm machinery best adapted to meet their requirements.

The Lincoln Separator is no exception. No expense has been spared in perfecting this separator.

It does all the work of larger threshers—and does it better.

Farmers who desire to pull their thresher with a 10-20 or 12-24 tractor will find the Lincoln Separator the ideal machine to use.

It threshes the grain well—and cleans it thoroughly—ready for market.

Strong and substantially built, it stands up under the hardest service.

Proper spacing of cylinder and concave teeth insures the threshing of all grain.

Optional Equipment—Hand Feed and Windstacker—or—full equipment as illustrated—Self Feeder and Windstacker.

The Lincoln Separator can be furnished mounted on the same truck with our 22 H.P. Heavy-Duty, Ball Bearing Engine. This combination is the best outfit on the market to-day.

Dealers—Write for full particulars. Read carefully about the important features—the simple construction—and the great durability of the Lincoln Separator. Get our attractive sales offer on this fast-selling, efficient separator.

Cushman Motor Works of Canada Ltd.

Builders of the Famous Cushman Light-Weight Engines.
Dept. E Whyte Avenue and Vine Street, WINNIPEG, MAN.
Distributing Warehouses:—
Toronto, Moose Jaw, Saskatoon, Calgary, Edmonton.

Tank Heaters
Straw Spreaders
Lincoln Saws
Incubators and Brooders
Auto Accessories
Tractor Plows
Combination Threshers
Light-Weight Engines
Lincoln Grinders
Vacuum Washing Machines
"Hoiland" Wild Oat Separators
Smut and Pickling Machines
Western Pulverizer, Packer and Mulcher
Wagner Hardware Specialties
Shinn-Flat Lightning Conductors
"Does-More" Lighting Plants
24-46 Separators
Lauson 15-25 and 15-30 Tractors

DEALERS!

Cash in On This Big Sales

OPPORTUNITY

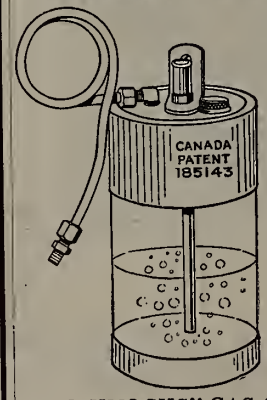
Handle the

"NO KNOCKS"

Carbon Destroyer and Gas Saver

Unconditionally Guaranteed to

1—Stop Engine knocking from Carbon
2—Give greater power and pep
3—Prevent Carbon Accumulating on Valves and Plugs
4—Eliminate Already Accumulated Carbon from all Surfaces
5—Save 25 to 40 per cent of Your Gasoline Cost



Every car owner, and user of a gas engine is a prospect. Get the Agency—AT ONCE. A big demand awaits your attention. Made in Canada — no exchange—reasonable price. For proposition and particulars, write

"NO KNOCKS" GAS SAVER CO. OF WINNIPEG
445 MAIN ST. WINNIPEG, MAN.

Enquiry Exonerates Implement Men

After an exhaustive investigation, during which hundreds of individuals were examined, the Minnesota State Commission of Agriculture has entirely exonerated from all charges of profiteering manufacturers, distributors and retailers of farm implements. The report of the commission states that while prices were reduced in 1919 increased cost of raw materials, coupled with labor and shipping difficulties, have made necessary an advance in the price of farm operating equipment during the present year.

Evidence submitted showed that bulky repairs have had to be sent by express and men have been placed in charge of carload shipments as a means of getting these through. One wagon manufacturer, as a reason for higher costs, gave the lower efficiency of help. He said it took three men to do the work that one man did in 1914.

Increased Production in Small Threshers

The increasing demand for small threshers, following the more general use of the tractor, shows that farmers have awakened to the importance of doing their own threshing, so as to be able to handle their crop when it is in prime condition. A recent report in Farm Implement News give very interesting data on the increased production of small threshers in the United States.

In connection with one separator company, in 1916, less than one per cent of its output was small threshers. In 1917 it was over 16 per cent; in 1918, 64 per cent; in 1919, 59 per cent, and this year small machines will constitute 65 per cent of the company's production. This remarkable change, the company reports, is due to the small tractor.

Prior to 1916 another thresher company did not build a machine smaller than 28 in. This year it will produce more than 1,000 20 and 22 in. sizes, and all have been sold.

One of the smaller thresher concerns built its first individual machine in 1918, producing 15 that year. Last year it produced and sold 400. This year the production will be 800, and the company could sell three times as many if it could obtain material and labor to turn them out.

If the farmer is good enough credit for you, he should be able to negotiate something at the local bank.

"No More Lame Backs for Me"

Adjustable Spring Seat

For Tractors and other Farm Implements

The enthusiastic approval of farmers wherever this seat has been introduced has made it the most phenomenal profit-maker in the farm implement line. Farmers have been quick to see that it fulfills a long felt want and our dealers are making thousands of sales.

Our Sales proposition is the most liberal ever made to implement dealers anywhere because it absolutely protects you against loss of any kind. Your orders are GUARANTEED.

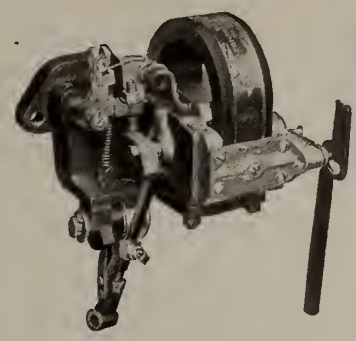
An aggressive advertising campaign in leading Canadian farm publications is about to begin to create a big demand for the Adjustable Spring Seat. Will you be able to supply this demand when farmers ask for it?

"Makes Implement Riding Easy"

You can't afford to miss this opportunity. Write for our Sales Plan—AT ONCE . .

Adjustable Spring Seat Company

General Office: 218 Society for Savings Bldg., Cleveland, Ohio.



45 Webster Service Stations

Carload Engine Dealers

Who appreciate the practical value of the

WEBSTER MAGNETO

From KIRKPATRICK BROS., Richland Center, Wis., May 18, 1920

"We have used the WEBSTER magneto on various makes of engines which we have sold during the past five years, and have found it the best and most reliable system of ignition of anything we have ever used.

"Our experience with other makes of magnetos of this type have been unsatisfactory, and we have insisted to all manufacturers to have their engines shipped to us equipped with WEBSTER magnetos.

"We have also supplied a great many WEBSTER magnetos on engines of different makes that were equipped with some other makes of magnetos or batteries, and we have always found the WEBSTER to give the best satisfaction to our customers.

"We take great pleasure in recommending the WEBSTER magneto to everyone desiring a good, reliable ignition for stationary or portable engines.

"This letter comes to you absolutely unsolicited and if you care to use it to advertise in any way, you have our permission to do so.

"(Signed) R. B. KIRKPATRICK."

WEBSTER Equipment Means Ignition Insurance

WEBSTER ELECTRIC COMPANY
RACINE, WISCONSIN, U. S. A.

Sales Features are Multiplied In the 1920 Model

Briscoe — Leader of Light Weight Cars

LIGHT weight, low gasoline consumption, and an exceptional beauty of appearance have always been telling sales features with the Briscoe car. In the 1920 model every feature shows remarkable developments, and there are many new, smart features.

Its appearance has been enhanced by a clever new idea. By tipping the radiator at a slight angle the Briscoe has attained those racy lines so admired in foreign cars, and at the same time giving a straight-line drive from front bearing to rear axle and increased the cooling efficiency of the fan to the maximum.

The new color---"Briscoe True Blue" and the rich upholstering of genuine long-grain leather further adds to its distinctive appearance.

The wheel base is 109 inches—5 inches larger than 1919 model.

The famous Briscoe Motor has made such an amazing record for fuel economy and endurance, it would seem unreasonable to expect greater perfection. But the 1920 Briscoe bids fair to eclipse this proud record by virtue of new developments in power plant—and by careful designing, correct proportioning and perfect balancing.

Distributors for Western Canada

AUTO SERVICE CO. LIMITED, REGINA

RIDDELL CARRIAGE AND MOTOR WORKS, SASKATOON

GILLESPIE & HANSEL MELFORT, SASK.

J. R. N. COOKE & COMPANY, EDMONTON

McDONALD & McKINNON WINNIPEG

NORRIE & FAWCETT MEDICINE HAT

The Canadian Briscoe Motor Company Limited

HEAD OFFICE AND FACTORY: BROCKVILLE, ONTARIO

UNITED STATES
Briscoe Motor Corporation
Jackson, Mich.

WESTERN SERVICE DEPARTMENT
156 Princess Street
Winnipeg, Man.

Overseas Implement News

At the Royal Agricultural Society's show, held at Darlington, England, June 29 to July 3, there were 471 exhibits in the farm machinery display. A total of 14,500 square feet of machinery display was in evidence, making the largest farm equipment exhibit ever staged at a British show. Over seventy new types of implements were exhibited.

In Australia the farmer pays $220 for a four-furrow, 24 inch disc plow and the New Zealander $262.50 for the same implement. A 23-tooth spring harrow costs $87.50 in Australia and $97.50 in New Zealand. In these countries an eleven disc drill varies in price from $257 to $330 and a 4½ ft. mower from $142.50 to $146.00

* * * * *

Before the war Germany imported 90 per cent of her mowing machines from the United States and Sweden, 20 to 30 per cent of her engine plows from the United States and the same percentage of her haying machinery. from 60 to 70 per cent of Germany's dairy machinery was formerly imported from Sweden and Denmark. Yet to-day it is reported that German manufacturers claim they can supply their domestic demand for machinery and also produce a surplus for export.

* * * * *

At the Royal Society's show in England, Walter Dunn & Co. showed a new type seed and fertilizer drill. This machine has fifty 6½ inch hoes, working at a depth of 4½ inches with a 14 foot cut. Sixteen bottoms for sowing seed and fertilizer can be substituted for the hoes. This drill can be used as a cultivator for use when the grain is up. It is claimed that as a tractor tool this drill will replace the work of 15 men.

* * * * *

In France 2-horse mowers of French make are selling at from 900 to 1000 francs and American machines at from 1200 to 1300 francs. French binders are quoted at 3,000 francs and imported binders at 3,400 to 3,600 francs. The average price of a cheap threshing machine is about 11,000 francs.

* * * * *

The department of agriculture in France reports that the office of agricultural reconstruction has received nearly 10,000 reapers from America and that arrangements have been made for the supply of 5,000 reapers of French manufacture. Orders for 13,500 binders have already been delivered by United States concerns, the machines having been distributed to French farmers by the end of May.

* * * * *

At an exhibition of farm machinery held in Brussels, Belgium, July 17-26, German made machines were entirely excluded. And at that you can't blame Belgium!

* * * * *

The Massey-Harris Co., London, England, showed their Blizzard ensilage cutter at the recent Royal Society's show in England, also their line of hay tools, tractor plows and harvesting machinery.

* * * * *

The combination thresher is evidently coming to the fore in Great Britain. One combined outfit uses the 6 h.p. Fairbanks-Morse "Z" engine mounted on the frame, the separator having a 28-inch cylinder. In contrast to the Canadian types the British combination threshers have usually heavy wooden wheels. Owing to the heavy demand for threshing outfits, the combination should prove popular equipment in Great Britain.

Lister Visits Winnipeg

G. A. Lister, of the Toronto branch of the R. A. Lister Co. of Canada, a son of Sir Charles Lister, head of the parent company at Dursley, England, spent a few days with the Winnipeg branch of the firm the last week in July. Mr. Lister was recently married, and was accompanied by his wife. This is his first visit to Western territory and he was very favorably impressed by the business posibilities in the Canadian West, especially for engines and dairy equipment lines.

KINGSTON

IGNITION SERVICE

SPARK PLUGS—COILS
MAGNETOS—SWITCHES

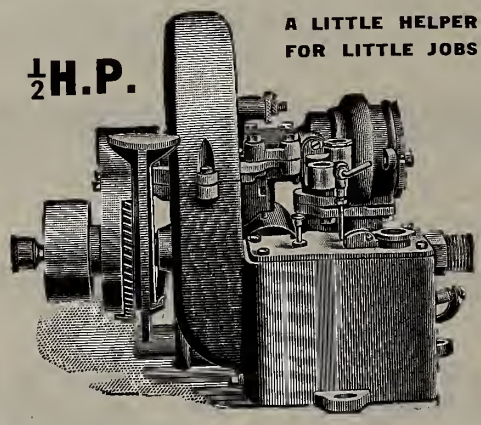
KOKOMO ELECTRIC CO.

KOKOMO - - - INDIANA - - - U. S. A.

Emerson "Hafa-Hors" Engines

½H.P.

A LITTLE HELPER FOR LITTLE JOBS



Step on the Pedal to start. The quickest selling engine ever offered the Dealer. Just the right size and power for operating Fanning Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions, 16 x 14 x 14 ins. Show it—it sells itself. Ask for prices and literature. Don't delay.

EMERSON WILD OAT SEPARATORS

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.

Get the Agency for them

Made in Two Sizes 3-Shoe and 6-Shoe

Dealers: Are you ready for the Fall demand? Send your orders. We can ship from stock at once.

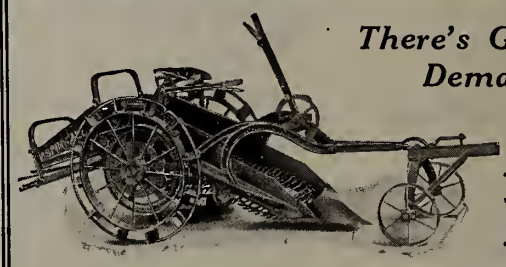
THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

We have a dirty crop this year, and the farmer should clean every bushel for market. The Emerson Separator gives a clean product and top prices—and saves the dockage for feed. It is Canada's premier grain cleaner. Get our prices and liberal agency proposition.

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE WINNIPEG, MAN.

There's Going to be a Great Demand this Fall for



ASPINWALL Potato Diggers

We are Distributors for the famous Aspinwall Line of Potato Machinery
A large stock on hand of

PLANTERS, SPRAYERS, DIGGERS, and CUTTERS

CORN PLANTERS and SORTERS Repairs a Specialty

A large shipment of Aspinwall Potato Diggers has just been received. Let us know your requirements at once. We guarantee prompt shipment. There will be a great demand for Diggers this year, and we can supply you on short notice. Aspinwall Diggers are the world's standard.

DEALERS: WRITE OR WIRE YOUR ORDERS NOW

WILLIAM EDDIE

Farm Machinery Distributor

175-179 PRINCESS STREET WINNIPEG, MAN.

$5,000.00 in Prizes

——will be paid to the Fairbanks-Morse "Z" Engine and "F" Lighting Plant dealers throughout the Dominion, making the highest record in relation to the number of farms in his territory.

For the Sale of
FAIRBANKS-MORSE
1½, 3 and 6 H.P. "Z" ENGINES and 40-LIGHT PLANTS

Three Dealers in each of the seven selling zones will be winners of prizes in this contest, and dealers all over Canada will be eligible to

Grand Prize of $1,000.00

which consists of $750.00, plus the zone first prize of $250.00; second and third zone prizes are $100.00 and $50.00 respectively.

Good territory is still open, but only first-class dealers need apply. Look over your district. Check up the prospects and write our nearest branch for full particulars. It means generous profits to you and a chance to win $1,000.00.

Contest Open to Nov. 30th, 1920
Prizes Awarded Dec. 24th, 1920

An Unusual Opportunity for Selling is open to Live Dealers

WRITE TO-DAY FOR COMPLETE DETAILS

The Canadian Fairbanks-Morse Co., Limited

Halifax St. John Quebec Montreal Ottawa Toronto
Hamilton St. Catharines Windsor Winnipeg
Saskatoon Calgary Vancouver Victoria

With the Manufacturers

The Western Oil Co., Ltd., will erect and operate a large oil refining plant at Moose Jaw.

The Stewart-Warner Speedometer Corp., Chicago, will erect a six-story plant to cost $350,000.

The J. I. Case T. M. Co., Racine, Wis., will erect an addition to its building at Syracuse, N. Y.

The Lunkenheimer Co., Cincinnati, O., will erect an addition to its plant, 350 x 400, at a cost of $400,000.

The International Harvester Co. will erect a three-story addition, 31 x 65, to its Deering works at Chicago.

The Imperial Oil Co. have filed an oil claim on 20 sections of land along the Battle Creek in Saskatchewan.

The Imperial Oil Co. will erect a $100,000 station at Saskatoon. A temporary service station was erected this spring.

The Puritan Machine Co., Detroit, Mich., has purchased the entire busines of the Elgin Tractor Co. of Pipua, O.

The Currie Mfg. Co., Brandon, manufacturers of fanning mills, etc. recently sustained considerable loss through fire.

The Samson Tractor Co., Janesville, Wis., will erect an assembling plant at Dallas, Tex., to cost approximately $100,000.

H. D. Dodge, sales manager of the Gray Tractor Co., has gone to Europe on a business trip, which will extend over a period of two months.

The Electric Milker Corp., Winnetka, Ill., has been incorporated in Delaware with a capital of $600,000 to manufacture milking machines.

William Butterworth, president of Deere & Co., Moline, Ill., is travelling in Europe. Charles Deere Wiman, a director of Deere & Co., is also in Europe.

The Allis-Chalmers Mfg. Co., Milwaukee, has opened a branch office at 205 W. Ninth St., Des Moines, Ia. This office will be in charge of F. W. Eilers.

The Empire Cream Separator Co. has moved its office from New York to Bloomfield, N.J., where the factory is located. A new and modern office building will be occupied.

The Collins Plow Co., Quincy, Ill., has bought the entire business of the Miller Wagon Co., Edina, Mo. The Collins company has been selling the wagon line for a number of years.

The U.S. Tractor and Machinery Co., Menasha, Wis., has increased its capital stock from $250,000 to $500,000. The new stock will be issued as 8 per cent preferred, cumulative.

Norman Bell has been made assistant sales manager for the Norma Co. of America, this appointment following a connection of over three years with the concern as sales engineer.

Harry A. Biggs has been appointed a director and vice-president of the Studebaker Corp., South Bend, Ind., in charge of domestic sales, according to an announcement made by A. R. Erskine, president.

By September 1, The J. I. Case T. M. Co. expects to have its large storage building completed at Wichita, Kan. It is 108 by 200 feet and fire proof. The unloading dock is 20 by 200. The building will be two stories high.

Woollatt & Loveridge, Ltd., Windsor, Ont., has been incorporated with a capital stock of $50,000 by William R. Woollatt, Stanley E. Loveridge and others to manufacture automobiles, trucks, tractors, motors, etc.

Vice-President H. W. Hutchinson of the Sawyer-Massey Co., Hamilton, Ont., recently visited Minneapolis and other cities in the Western States. He was accompanied by John Hoss, U.S. representative of the Company.

Canadian Trucks, Limited, is the name of a new company which has been incorporated in Ontario, to engage in the manufacture of motor trucks. The head office of this company will be at Toronto, the authorized capital being $150,000.

The J. I. Case Plow Works Co., Racine, Wis., announces the appointment of T. J. Hicklin as assistant sales manager at the home office. Mr. Hicklin comes from Omaha, where he has been manager of the Case branch for several years.

The General Motors Corp. has inaugurated operations at the plant of the Doylestown Agricultural Works, Doylestown, Pa., recently acquired. Work for the present will be devoted to the manufacture of farm machinery, primarily for export.

The Caswell Automatic Binder Hitch

For all Tractors and Binders

AUTOMATIC—Requires no attention
ALL STEEL—Nothing to break down
SIMPLE—Will not get out of order
EFFICIENT—Warranted to do the work
Will cut and keep a square corner

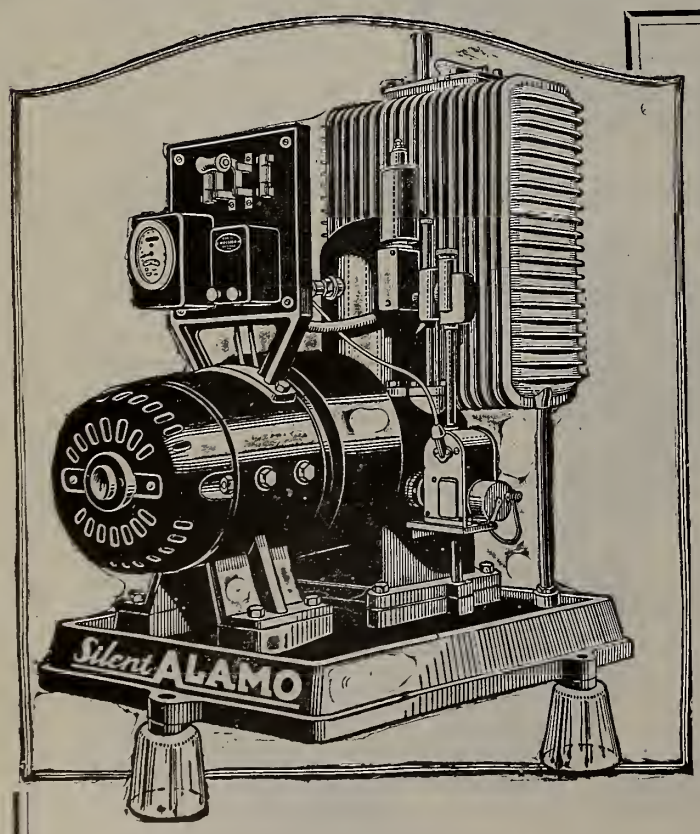
Reasonable in price. Write for terms and contract

Distributed by

D. ACKLAND & SON LTD., Winnipeg

CASWELL MANUFACTURING CO.

CHEROKEE, IOWA



ELECTRIC LIGHT AND POWER FOR THE FARM

This plant is made in two sizes: **100** and **120** lights. No other plant in the world combines the features listed below. Adapted to home, farm, store, hall or school use. Dealers who sell the Silent Alamo get the lighting plant trade in any territory.

***Silent* ALAMO**

10 Important Selling Features

1—Ide Super-Silent Motor—rotating sleeve-valve type, practically noiseless.
2—NO VIBRATION—due to scientific balance and noiseless sleeve-valve motor.
3—Complete, compact unit—all parts, except battery, mounted on metal base. No other foundation needed.
4—All moving parts enclosed—insures long service and safety.
5—Motor automatically controlled. Gives battery a tapered charge which insures long life. Motor stops when batteries are fully charged.
6—All points oiled by rotary force pump under pressure.
7—Automatic throttle governor controls speed of engine at all times—prevents racing.
8—No spark plug fouling, due to sleeve-valve construction.
9—No carbon trouble, due to sleeve-valve construction.
10—No valves to grind, due to sleeve-valve construction.

DEALERS: YOUR TERRITORY MAY BE OPEN. WRITE

Sell the plant with ample lighting capacity for any farm, and that operates the cream separator, washer, churn, etc. There are profits and prestige awaiting you in this agency. Get full particulars.

ROBINSON-ALAMO, LIMITED

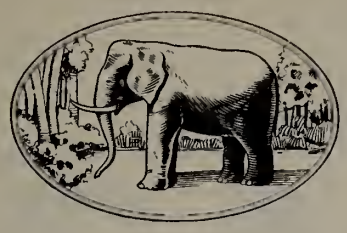
140 Princess Street Winnipeg, Manitoba

Be the Alamo Dealer in Your Town

Now is the time to secure representation. A big Fall demand lies ahead. Full Information gladly sent upon request.

"Twin City" Truck Makes Remarkable Trip

A "Twin City" 2-ton truck travelled overland with a load of 4,700 pounds from the Minneapolis Steel and Machinery Company's factory at Minneapolis to the Twin City branch at Peoria, Illinois, a distance of 562 miles. The driver was Denzie Foulch, of the Peoria branch.



JUMBO FARM ENGINES

Why Jumbo Engines Sell Readily

Every part of the Jumbo Engine serves a purpose—that of giving the farmer dependable power at low cost. That's because Jumbo Engines are built by men who know farmers' problems.

Jumbo Engines have about 20% greater piston displacement than is usually found in engines of similar capacity.

This enables them to deliver their rated horse power at lower speed, resulting in less wear in cylinders, pistons, rings, bearings and other parts. Longer life and cheaper, more dependable power.

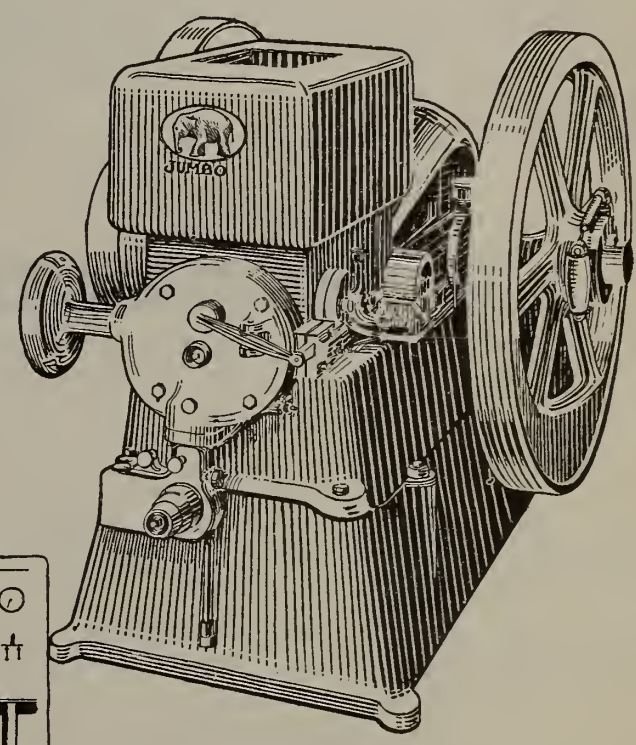
That is why many dealers are building business on the satisfaction of more than 100,000 Jumbo Engine users.

We have a live sales plan for aggressive dealers. Write for full information on it. 1¾ to 12 h.p.

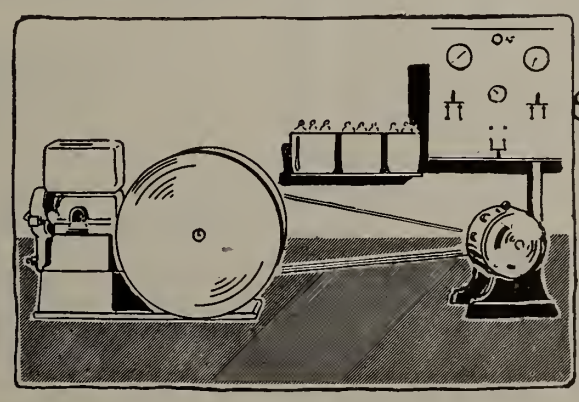
NELSON BROTHERS COY.

Saginaw, Michigan

Also makers of the famous line of Jumbo Motor Trucks



We manufacture a line of Feed Mills and Pump Jacks



TUDHOPE-ANDERSON CO. LTD.

Western Canadian Jobbers

Winnipeg Regina Saskatoon Calgary

Railways Ask 30 Per Cent Advance on Freight Rates

The Canadian Railway Association, representing all lines in the Dominion, announced on July 10 that an application will be made to the Railway Commission at Ottawa, for a 30 per cent increase in freight rates.

The railway association, in the course of its announcement, states that the application is based entirely upon present costs of railway operation, including cost of labor and costs of material. The increases in these costs to date, according to the application, exceed by enormous sums the increased revenue obtained from the advance in rates granted in August, 1918. The roads give eight general reasons as to why the increase is necessary. It is anticipated that there will be a long fight over this application and should the new rates be granted dealers can realize what the effect would be in the cost of farm implements and machinery. In the United States, an advance in freight rates of 25 per cent becomes effective September 1st, which will be reflected in the cost of lines imported from that country. The Canadian roads allege that prices of coal, rails and engines and other needs have risen more than 100 per cent since the end of 1914.

Express Companies also Seek Higher Rates

On July 24th the Express Traffic Association forwarded an application to the board of railway commissioners for a rate increase amounting to not less than 40 per cent of the tolls at present in effect.

It is claimed that the tolls, as advanced a year ago, were insufficient to meet actual operating expenses. The Express Traffic Association applies in behalf of the American Express Co. and the Dominion Epress Co.

In 1911, after a lengthy investigation, the railway board, ordered a reduction of 20 per cent in express rates, in practically all except minimum rates. The express companies protested without avail, and in 1913 they applied for an increase of 25 per cent per 100 lbs. west of Sudbury and 37 per cent east of that point. A limited increase became effective in 1919. The companies claim that since the tariffs were fixed in 1913 the cost of operation has increased 100 per cent. It is further contended that the 30 per cent increase in freights asked by the railway companies will, if granted, entail a heavy cost to the express companies. The general position the companies claim is that they are operating on less than 61½ per cent of what the board in 1913 declared to be a fair and reasonable tariff.

At present prices the farmer considers a wagon should be upholstered in Russian leather.

Whitney Tractor for Canadian Trade

The Whitney Tractor Company has acquired the assets, good will, manufacturing plant and all of the facilities of the Ohio Manufacturing Co., Upper Sandusky, Ohio, manufacturers of Whitney tractors. The capitalization of the new company is $1,000,000. The Whitney tractor, it is reported, will be marketed in Canadian territory at an early date.

Planters and Manufacturers May Co-operate

Commenting on the fibre situation, Cordage Trade Journal, New York, states that a movement is on foot in Yucatan to bring the sisal planters of that country, the sisal binder twine and rope manufacturers of the United States and the Eric Corporation, which holds the large stock of Sisal Fibre now in the United States, into an alliance which shall have for its objects the marketing of the current production of Sisal Fibre; the establishment of a fair price to be paid to the planter in Yucatan, the establishment of a fair price to be paid by the manufacturer in the United States, and the ultimate absorption of the existing stock of Sisal Fibre.

TRAVIS Rocker Grates

for thresher engines.

18 years the only source of supply in the United States for Rocker Grates.

Can be installed in the fire box while in the field without machine work.

Ready for business in 30 minutes.

The grates that regulates the draft and takes care of the cinders.

Gets all the heat out of the coal.

Use TRAVIS ROCKER GRATES and forget your grate troubles.

When ordering, give the extreme length and width of the fire box from wall to wall, also style of engine.

G. E. TRAVIS COMPANY,
Henry, Illinois, U. S. A.

THE CALL FOR
OK CANADIAN
POTATO DIGGERS

this season should find every dealer prepared.

O K CANADIAN DIGGERS

have been solving the digging problems of potato growers for the past ten years and their record of satisfactory service stands dominant over all others.

The O K line is a seller. It has been and is being advertised extensively all over the Dominion and every year is creating a bigger demand.

Western Dealers

are invited to get into touch with our Western distributors

Anderson-Roe Co., Limited
Winnipeg, Man.

who have a stock of machines on hand.

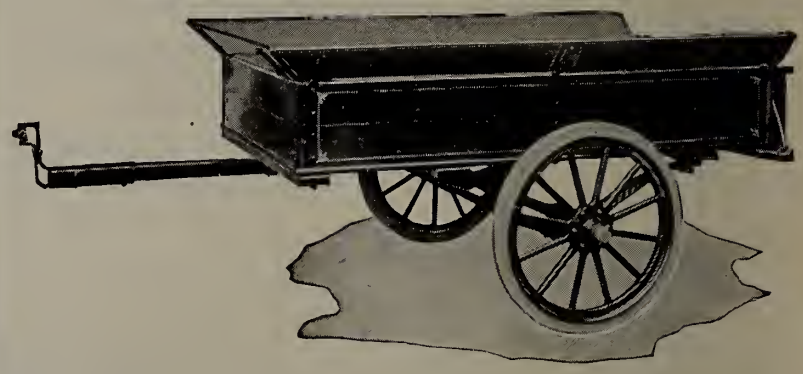
Our selling proposition and literature will interest you.

Canadian Potato Machinery Co., Limited
66 STONE ROAD, GALT, ONT.

Makers of O K Canadian Planters, Diggers and Sprayers, two-row and four-row

CARRIAGE FACTORIES LINE — OF AUTO TRAILERS —

Low Prices to Reduce Large Stocks



Model "F" has 2" solid rubber tires, ball bearings, Ford or elliptic spring Hitch.

Model "D" has steel tires and friction axles, Ford or elliptic spring Hitch.

Body Dimensions:—72 x 42 with 11" panel and 8" shelvings.

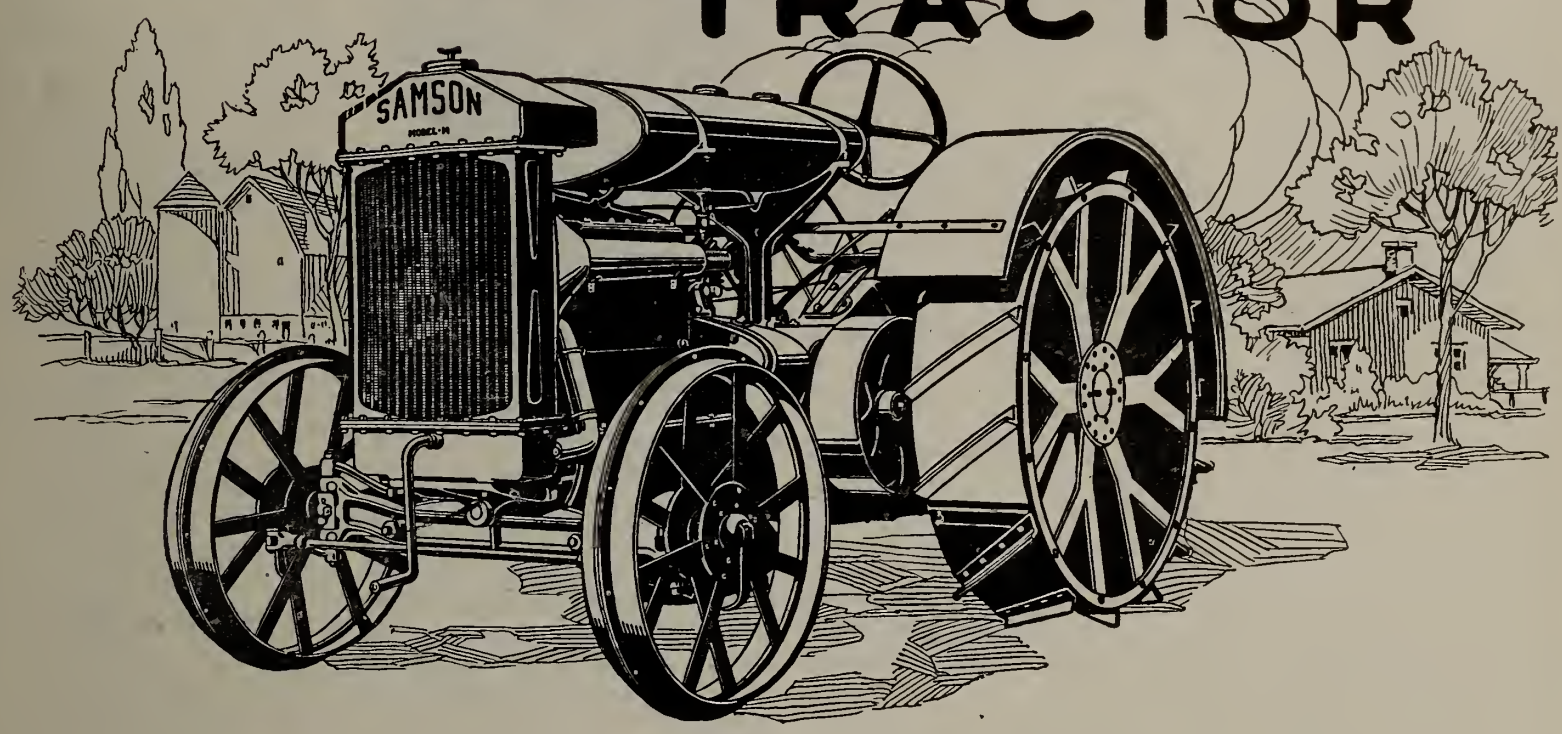
Write for Prices to :—

McDONALD & McKINNON, Winnipeg, Man.
ANDERSON-ROE CO. LTD., Regina, Sask.
NEIL RANEY, Red Deer, Alta.

Special discounts on quantities.

This is a splendid opportunity to secure a profitable line, for which there is an increasing demand.

ANNOUNCING THE SAMSON TRACTOR



WHAT THE SAMSON DOES

DRAW BAR

—will pull a two or three bottom plow.
—will pull a tandem disc harrow
—will pull two 20-ft. spike-tooth harrows.
—will pull two four-horse grain drills.
—will pull two 7 ft. binders
—will pull large road grader or do any other heavy-duty draw-bar job.

BELT POWER

—will handle any heavy-duty belt-power job.
—will run a 22 to 24 inch grain separator
—will run a 4 to 6 hole corn sheller.
—will run a heavy buzz saw.
—will run a heavy-duty grinder or ensilage cutter up to 14"
—will run a centrifugal water pump for irrigation purposes.
—will handle stone crusher or large concrete mixer
—will handle large hay balers, and, in fact will do any belt-power job requiring steady, reliable power within the range of the machine from morning till night.

POWER FARMING WITH THE SAMSON

The Samson Tractor is a product of General Motors, makers of such well known cars as the McLaughlin, Cadillac, Chevrolet, Oldsmobile, G. M. C. Trucks, etc.

The Samson is the last word in modern down-to-the-minute Tractor construction—a close coupled power unit from radiator to rear wheels.

The Samson will take the place of a barn full of horses. It has no lost motion for it is built and lubricated like a high-priced automobile. The even distribution of weight, compact unit design, and low center of gravity give the Samson great stability, making it hug the ground and preventing all danger of rearing up and tipping over.

The Samson Model "M" is the one tractor you should look at before you buy a Tractor of any make or kind.

The Samson line includes Tractors, Farm Implements, Motor Trucks and every device for power farming.

The Samson Model "M" will be at the Toronto Exhibition.

Write for Literature. *Live Dealers write or wire for open territory.*

THE SAMSON TRACTOR CO. *of* CANADA, LIMITED
SUBSIDIARY OF GENERAL MOTORS *of* CANADA, LIMITED
OSHAWA, CANADA

Demanding Expert Assistance

Practically every machine put upon the market by farm machinery manufacturers is the result of years of experimentation and experience. The makers of a machine will not risk destroying a reputation for service which has taken years to build by putting out a unit which is defective in design or material construction. Yet in the past it has been a sore point between the dealer and wholesaler when the former demanded expert assistance in righting real or imaginary wrongs. In many cases the whole trouble is caused by the fact that the machinery was poorly assembled. A long list of mix-ups in erecting the machines could be listed and all these mistakes are made despite the fact that in most cases printed directions as to the setting up of the machinery are attached to each.

Suppose then, that in all cases where complaint comes from a farmer on any machinery the dealer would make every honest effort to overcome the trouble himself. He really should take the time to do this. Failing to locate the trouble or to rectify it, the wholesaler could then be called upon for expert help, and if the expert in his examination finds that the fault is wholly with the operator or with the dealer in the way the machinery is set up—if parts are misplaced and the fault is found to be entirely outside of the manufacturing of the implement—then the dealer should be called upon to pay the expense of the expert in adjusting the machine to do the work intended.

On the other hand, if the fault be in the materials used, or in the construction of the machine, the distributor should take upon himself the entire expense of rectifying the troubles. Incidentally, most manufacturers or distributors would consider it mighty poor policy indeed knowingly to allow any machine of faulty construction or workmanship to get into the field; but if it so happened, they would spare no expense in saving the machine from gaining disrepute.

In other words, dealers should be their own experts as far as possible. At least, is not unreasonable that they should investigate the trouble and not call upon distributors for experts until the dealer finds, with the aid of the farmer, that he cannot fix the thing.

The calls for experts are too often the cause of ill feeling arising between the dealers and the distributors. A perfect understanding should exist between the dealers and wholesalrs that will place his proposition on a basis fair and square to all parties concerned.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
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WINNIPEG, CANADA, AUGUST, 1920

Selling Water Supply Equipment

Especially at this time of the year, there is no doubt that the farmer understands the necessity of water. Many farmers have windmills and engine driven pumping outfits, but many have not. The dealer should make an effort to cash in on this market by selling not only the above lines but complete water systems. With the many features of necessity, convenience and saving of time and labor, there should be countless good arguments to use in building a demand for this type of equipment. Both man and beast must have water, and the farmer will find it a profitable investment to install a proper water pressure plant and automatic water bowls for his stock. Tests prove that milk cows supplied water automatically give a great increase in milk as compared with stock driven to an open stock tank.

From the standpoint of home use, the dealer can direct his arguments very profitably at the farmer's wife. Too few of us realize the fact that in an average farm home of eight to ten people where the housewife has to pump the water supply from the well by hand, that by calculating the weight of the water that she has to lift out of the well, carry to the house, empty into some vessel, dish pan, tea kettle, or wash tub, and empty out again, will average very nearly a "ton of water" handled per day by the good housewife? The farmer values up-to-date equipment in his fields, and he should be open to reason why he would lighten the load for his wife and daughters by eliminating the drudgery of handling water by the old method.

Women and Tractor Sales

An investigation among nearly three hundred dealers in United States territory shows a general report that farm women have a great deal of influence either for or against the purchase of a tractor by their husbands. A total of 76½ per cent of all the dealers investigated said that the farm woman must be taken into consideration in the sale of tractors. Only 23½ per cent felt that the farm woman did not influence her husband either for or against tractors and that they could conduct their sales work without taking her into consideration. An even 50 per cent of the dealers regarded this woman's influence as a highly important consideration in their sales work.

Decline Must be Gradual

We have two schools in economics, as regards the possibility of a drop in the price of commodities. One factor says that with the first fall in price of any line there will be one big slump in all lines. The other side argues that the decline in prices must be gradual.

From the standpoint of production, it may be argued that we need not fear declining prices simply because in the majority of lines there is a shortage of goods. If there were a surplus, it is logical to assume that we would have had lower prices before now. You can't break a market with nothing to break in it. In this connection, business experts state that merchants should not get cold feet at the first sign of a turn in price levels.

In buying plans, if you know there is a scarcity of the line of goods, that fact should be your first consideration. The merchant should think of that before he gets the idea of cancelling orders now on file with some house that is likely to deliver. Without regard to price levels the big thing now, and for some time to come, is ability to deliver.

Demand, Supply and Cost

Some men, even dealers in the trade, cannot credit the fact that farm implements in many lines are not available in quantities to meet the demand that exists. In the last week of July, for example, there was not a ten-foot rake to be had from any of the large implement concerns in Winnipeg. Dealers in the territory are turning down good business simply because they have not the goods, yet many farmers will not believe that implements they require are actually unavailable.

The cost of labor increases. Railroads are out for increased freight rates, and production shows little improvement from a labor standpoint. A large percentage of the goods sold in Western Canada are imported from the United States and in that country the supply of iron and steel and of various parts and shapes is still away below the demand. The supply available is rendered small because of inadequate transportation conditions.

In commenting on material prices, Implement and Tractor Age shows that materials to-day are costing the farm machinery manufacturer more than at any time since the fall of 1914.

Bolts for the coming season will cost 50 to 75 per cent more than they have ever cost at any pre-

vious time. In the mater of foundry pig iron, for which manufacturers paid in 1913 and 1914 around $14.00 to $18.00 per ton, the present price is approximately $40.00 to $45.00 per ton. Iron rods which cost around $25.00 to $30.00 in the years of 1913 and 1914 will cost $66.00 to $70.00 or more for the coming year. Common iron bars which cost around $1.50 to $1.65 in 1913-1914 are costing around $3.75 to $4.00 at the present time.

So long as this set of conditions persists it will be impossible to lower prices of farm equipment and build honest goods or operate on a basis that would guarantee the future. Dealers, therefore, should be advised on this matter and should so acquaint themselves with the situation as to be able to discuss it intelligently with their customers.

Prominent Saskatchewan Dealer is Dead

Charles H. Clements, of the well known farm machinery and equipment firm of Kidd and Clements, Wapella Sask., died in that town on July 19th. The other partner, John Kidd, died only last February, so that both principals in one of the largest retail implement businesses in Saskatchewan are now gone. The firm did an exceptionally large business in their territory, handling implements, hardware, automobiles, etc.

The late Mr. Clements was born in Milton, Ont., in 1862. He spent his early life on a farm near Kincardine, Ont., and came west with his father in 1882, taking up land in the Fairmede district. A pioneer in that territory, he was most successful in his farming operations. In 1902 he left the farm and moved to Wapella, where he formed a partnership with the late John Kidd. Through the sterling character, progressiveness and business ability of the partners the business grew and extended until it became one of the largest and best known retail implement firms in the Canadian West. The death of Mr. Clements is a serious loss to the firm and district for both men had ever been to the forefront in assisting the community and in bettering local conditions.

Mr. Clements for years was a member of the Wapella school board, and in recent years a member of the town council. He had always been a lover of clean sport, and was an enthusiastic curler, taking an active part in the social life of the town. His cheerful personality made friends for Mr. Clements wherever he went, and

O. F. BERKEY DEAD

O. F. Berkey, Chicago manager for the Oakland Motor Car Co., died recently. Before joining the Oakland organization, Mr. Berkey was manager of the Emerson-Brantingham branch at Minneapolis. Prior to this he was with the Moline Plow Co., and was for some years manager of the Canadian Moline Plow Co., at Winnipeg, Man. The deceased gentleman was well known to the Western Canadian implement trade.

the large attendance at his funeral, conducted by the Rev. R. A. Clackson, was evidence of the esteem in which he was held by the community. He is survived by a wife, two sons, five brothers and two sisters, to whom we extend the sympathy of the Western implement trade.

The Purchasing Possibilities of the West Canadian Farmers

The settlement of the idle acres in Western Canada would mean a great increase in our national wealth. It is computed that the annual gross income of the individual farm in Western Canada is close to $4,500, including the value of products consumed by the farmers themselves. Allowing for a possible decrease in prices, the annual gross income per farm may be safely placed at not less than $3,500 for many years to come. Of this amount, at least $1,500 is expended annually in purchases of goods, largely in local stores.

This annual outlay of $1,500 or more is distributed among retail dealers, wholesalers, bankers and manufacturers. Ultimately much of it goes to the workers, increasing employment and prosperity. Therefore settlement of vacant lands means additional wants, bigger business and greater prosperity for the nation as a whole.

The following figures are the result of a recent enquiry held among the farmers of Western Canada. They show the purchasing possibilities of the western agricultural territories:

About 50 per cent of the farmers carried life insurance: 46.3 per cent had telephones; 47.2 per cent owned automobiles; 36 per cent had gasoline engines; 34 per cent had pianos; 30 per cent owned threshing outfits; 30 per cent had talking machines; 20.4 per cent owned tractors. These figures indicate the tremendous demand for goods and services which would result from the successful utilization of our vacant lands.

Service and the Tractor

Does service sell tractors? Several things lead us to believe it does. The tractor manufacturer says it does, and some firms are so sure of it these days that they will not place an agency with a dealer until he can satisfy them that he is in a position to give service; going on the theory, that it would be more profitable to them to keep out of a territory, entirely, than to have their tractors in the hands of the farmers and not be able to get service. One tractor standing idle on this account would do more to "kill" the reputation of the tractor than several years of good service could overcome. We believe they are right.

Ontario Farmers' Association Would Eliminate the Implement Dealer

There is nothing bashful about the United Farmers' Co-operative Co. of Ontario. Before it hits the various lines of commerce, it at least tells you to look out. It may be taken for granted that the largest line of manufactured goods purchased by the farmers of Ontario is farm machinery. This being so, A. A. Powers, president of the Farmers' Co-operative Co., in a recent address at Guelph, tells the implement trade that their days are numbered in Ontario. He said:

"The purpose and our plans are all laid to enter the business of manufacturing. We shall make for ourselves those commodities which are denied us, and shall be independent of firms that feel bound to protect the trade. We propose, briefly, to invade the whole Ontario field until we handle everything produced by all farmers in Ontario, and until we can supply the public with everything it wants from us."

Thought is good brain food.

Personal

F. N. Cook has opened a harness store at Lintlaw.

T. Dale has opened an auto business at Markinch.

Matt. Kubb has opened an auto business at Amaranth.

R. Coates is carrying on a new auto business at Namaka.

Londry & Scott are a new implement firm at Minnedosa.

Brown & Wells have opened an auto business at Bashaw.

The B & Z Garage, at Arran, has been sold to H. A. Garbe.

M. Allan is the latest addition to the auto trade at Killarney.

P. Whitehurst has commenced a harness business at Radisson.

Kauth & Cronk is the name of a new implement firm at Quinton.

W. McDonald has commenced in the harness business at Ogema.

Welch & Smith have opened an automobile concern at Luseland.

Mill & Speight, engineers, succeed Larson & Coat, Drumheller.

C. B. Allan has opened a battery repair business at Victoria.

Aldridge Bros. are carrying on an automobile business at Cardston.

The Universal Tire Filler Co. has been incorporated at Saskatoon.

L. Frentz & Co. is the name of a new harness concern at Halbrite.

Bjornson Bros. have opened an auto and tractor repair shop at Bentley.

Frank Novak, a harness dealer at Eden, has sold out to S. Kuharski.

The Portage Auto Top Co. has commenced business at Portage la Prairie.

Jule Smith, Aylesbury has sold out his auto business to E. D. Mitelholtz.

Cook & Murphy are owners of a new automobile concern at Drumheller.

W. H. Sanders is proprietor of a new implement warehouse at High River.

The Western Tire & Rubber Works was recently incorporated at Edmonton.

McGrath Bros. have discontinued their automobile business at Saskatoon.

The Ora Iron Works is a new concern recently incorporated at Fort William.

J. J. McBurney has sold out his implement business at Wroxton to O. Westberg.

W. Bowles, auto dealer at Laudar has sold out in that town to J. A. Pentland.

Traction Rims Limited has been incorporated at Toronto with a capital of $50,000.

J. M. Olstead has sold out his auto concern at Oberon to a dealer named F. D. Radcliff.

The Northern Threshing Machines Limited have been incorporated at Edmonton.

The harness business of M. Dufresne, at St. Pierre, was destroyed by fire recently.

J. R. Thomson has opened a tractor and automobile repair business at Wellwood.

A report states that H. Forman, a dealer at Hardisty will close his business in that town.

The National Vulcanizing & Welding Works is a new repair concern at Port Arthur.

H. A. Cooke is reported to have sold out his implement business at Nanton to J. E. Salter.

McMurdo & McConnell are owners of a new automobile firm doing business at Tisdale.

Holloway & Danielson, auto and tractor repair men at Star City, have dissolved partnership.

J. E. Miller is the owner of an auto accessory business that recently opened at Milk River.

W. C. Moodie recently suffered considerable fire loss in his automobile business at Clairmont.

The Hilts Stooking Machine Co. was recently incorporated at Moose Jaw. Capital is $10,000.

Ed. Reynolds has sold out his automobile business at Wetaskiwin to a dealer named C. Murphy.

A change in ownership is reported in connection with International Motors Ltd., Vancouver.

M. Bruch, an implement dealer at Killaly, has sold out his interests to the Killaly Automobile Co.

Fitzgerald & McCoshan, implement dealers in Edmonton, are reported to have discontinued business.

Peter Hack has taken a partner into his auto business at Goodeve. The firm name now is Kendel & Hack.

Storey & Campbell Ltd. is the firm name of a new harness concern recently incorporated at Vancouver.

The Curtis & Oxford Machine Co. Ltd. is the latest addition to the farm machinery trade at Edmonton.

Martin Molstad, an implement dealer at Bawlf, has added a garage business to his interests at that point.

C. H. Clements, surviving partner of the firm of Kidd & Clements, Wapella, died the latter part of July.

Reece McKinley, a pioneer wheel and spoke manufacturer at St. Catherines, Ont., died recently at the age of 90.

R. A. Millar, a dealer at Bawlf, has taken a partner into the business. The firm now operate as Millar & Patten.

J. W. Clearwater has brought out the implement business at Welwyn formerly carried on by C. H. McDonald.

The Dependable Ignition Service Company is the name of a new accessory concern doing business at Saskatoon.

The Standard Pattern Works, a firm specializing in engineering patterns, has commenced operations at Vancouver.

J. C. Davis, implement, hardware and auto dealer at Lockwood, has sold his hardware line to Mason & Durgan.

It is reported that Dan Glockzin, implement and hardware dealer at Czar, is going out of business in that town.

F. C. Brooks, an implement dealer at Sturgis, has sold out in that town to a firm named Soderland & Rogstad.

The Capital Thresher Co., Inc., has been formed at Edmonton. This organization will distribute several well-known lines.

McLaughlin & Shaner is the name of a retail implement concern which opened for business at Swift Current recently.

J. J. McBurney, an implement dealer at Wroxton is reported to have disposed of his farm machinery business at that point.

Marshall Sons & Co. (Canada) Saskatoon, have been granted a Dominion charter in connection with the sale of their lines.

E. E. Lyday, manager of the Maytag Company, Winnipeg, reports a good demand for the lines distributed by the company.

The Sutherland & Stelck Hardware and Implement Co. Dauphin, are changing the firm name to Sutherland & Stelck Limited.

W. J. Drummond has bought out the implement business at Loreburn, which has been carried on for some time by G. Baldwin.

John Pollock, an implement dealer at Manitou, suffered considerable loss through fire on his premises the latter part of July.

E. S. Strachan, manager at Winnipeg for the Swedish Separator Company, left in July for a visit to the East Canadian provinces.

Henri Goulet is the owner of an implement business and general store business which recently commenced operations at Osgoode siding.

The National Mfg. Co. of Saskatchewan, a concern handling cream separators, was recently incorporated under the laws of Saskatchewan.

Duke & McDonald, garage owners and automobile men at Minnedosa have sold out their automobile business to Stephenson & Londry.

L. J. Haug, manager of the Canadian Avery Co., Winnipeg, reports a heavy demand for their thresher lines, the difficulty being to get deliveries.

Allis & Weidenhammer, implement dealers at Grandview, have dissolved partnership. Mr. Allis will continue in the implement and hardware business.

W. J. Ellis, general manager of the R. A. Lister Co. (Canada) Toronto, has returned from an extended stay in England. He is much improved in health.

E. Assaily, an implement and lumber dealer at Laurier, recently suffered considerable loss through fire on his premises. The damage was covered by insurance.

L. C. Teeple, who carries on a grocery and implement business in Lethbridge has decided to discontinue the grocery lines and will concentrate on farm machinery in future.

The Dominion Equipment & Supply Co., Winnipeg, distributors of road machinery were burned out in a fire which destroyed the Macrae Blk., in which their offices were located.

K. N. Forbes, manager of the Canadian Fairbanks-Morse Co., Winnipeg, accompanied by E. A. Kemp, manager of the gas engine department, spent a few days at the Provincial Exhibition at Regina.

H. R. Eade, manager of the Magnet Metal & Foundry Co., Winnipeg, reports that the factory is busy turning out the lines they manufacture for the wholesale trade, such as land packers, tank heaters, etc.

W. M. Jones, manager of Christiansen Implements Ltd., Winnipeg, recently returned from a lengthy trip through the western provinces. He reports crop conditions very good in the majority of districts, and looks forward to a busy fall season.

Mads Anderson, of Hastings, Neb., inventor of the Western Land packer, was a business visitor to Winnipeg recently where he spent a few days with the Magnet Metal & Foundry Co., which concern has the manufacturing rights in Canada for this machine.

E. B. Sawyer, president and general manager of the Cushman Motor Works of Lincoln, Neb., spent a week at the Winnipeg office during July. Mr. Sawyer, who was accompanied by B. George, a director of the company, stated that the factory was busy taking care of a great demand for Cushman engines. They have made several additions to the plant and are increasing their output steadily. While in Winnipeg Mr. Sawyer went west and spent a few days at the Brandon Exhibition.

Canada's Importation of U.S. Coal

Canada now imports $60,000,000 worth of coal a year from the United States. This was the value of these imports last year, which, the war being over, may be considered normal. In 1919, the amount was $70,603,005, and in 1918, when the manufacture of munitions was at its height, $74,324,931.

The quantity imported last year was 16,643,677 tons, of which 11,552,910 tons were bituminous and 5,090,767 anthracite. Coke to the amount of 381,606 was also brought in from the United States.

Trade returns indicate plainly the rise in coal prices since 1913. The average value per ton of the 11,049,593 tons of bituminous imported in that year was $1.84; in 1919, the average value of the 11,552,910 tons imported was $2.37. The rise in the price of anthracite has been much greater. The cost per ton of the 4,208,630 tons brought in during 1913 was $4.81; the cost per ton of the 5,090,767 tons last year was $6.41. The consumer has had to pay, in addition, the prevailing rate of exchange, which during the past year has varied all the way from 8 to 18 per cent.

The Manure Spreader

Recent tests and investigations made in connection with the efficiency of the manure spreader show that a given amount of manure can be handled in less than one-half the time with the spreaders in common use than with the wagons, the manure being handled at the rate of 1.4 bushels per minute with the spreader, and of less than seven-tenths of a bushel per minute with the wagon.

The increase in efficiency is due not only to the saving in time when spreading the manure, but also to the fact that considerably larger loads are hauled in the spreaders and comparatively less time is spent in going to and from the field. Besides this saving in time the manure will usually be spread more evenly over the field, and the hard work of spreading with a fork is entirely eliminated.

John Deere Dealers Can Make Sales All Year Round

—now is the time the alert and aggressive implement dealer sells his customers and prospects their requirements for fall, winter and next spring.

Those dealers who handle John Deere Implements will realize the biggest business. Farmers have come to know that John Deere Implements represent a most profitable investment—for they give longer service and greater satisfaction.

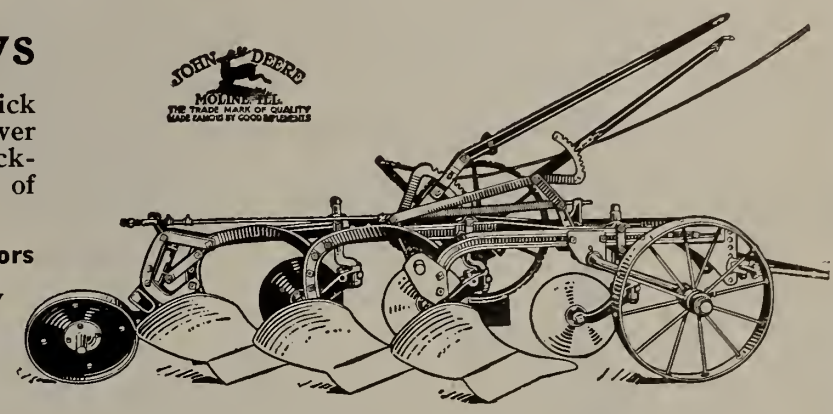
JOHN DEERE Tractor Plows

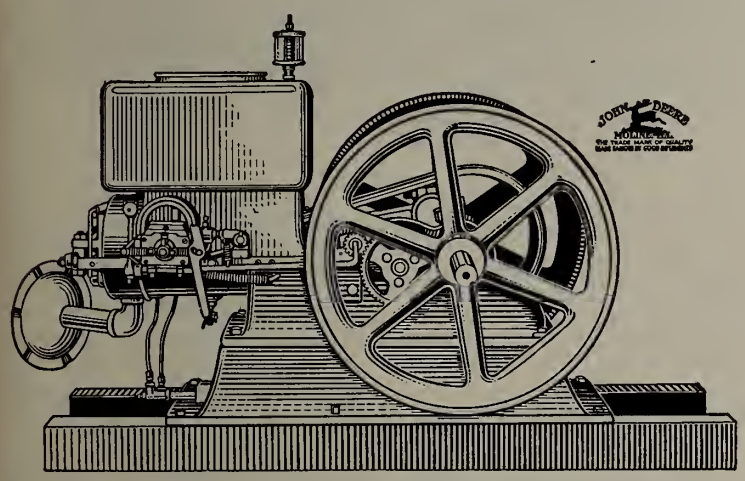
2, 3 and 4 bottom plows to suit individual requirements. Quick detachable shares. Guaranteed beams. Simple but strong power lifts. Great clearance. Easily operated. Land wheel set back-balances weight of plow and maintains a uniform depth of pfowing on all ground.

John Deere No. 5 Tractor Plow—3 Bottom Plow—for Light Tractors

John Deere No. 100 Tractor Plow—4 bottom plow. Very strongly built for heavy Tractor Service.

Send for folders giving complete information.





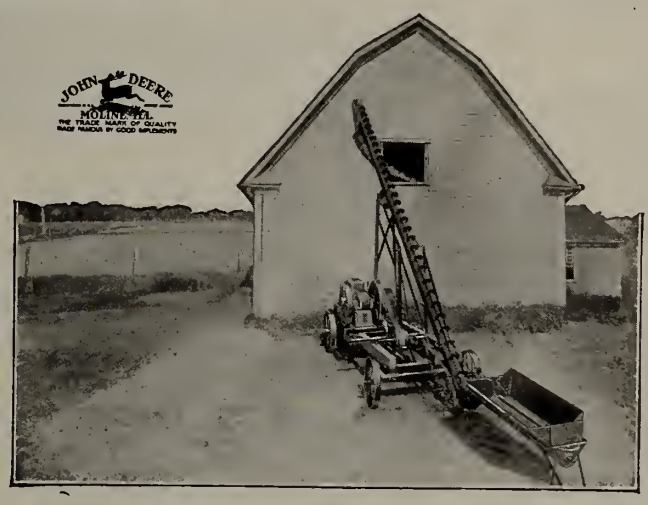
Waterloo Boy Kerosene Engines

Stationary or Portable

The engine every farmer needs. Simply constructed. Every part accessible. Uses Kerosene—a low price fuel. Many distinctive features—as in-built oscillating magneto, high speed governor, etc. —insure unsurpassed and economical service. Sizes 2, 3, 5, 7, 9 and 14 h.p. Hand trucks can be supplied with small engines. Twin cylinder 25 h.p. size engine for big power jobs. Send for particulars.

John Deere Tubular Steel Elevators

The only tubular steel elevators on the market. Simply and strongly constructed. Furnished in 2 styles — THE PORTABLE ELEVATOR mounted on a truck. Easily transported—equipped with a 23 foot elevator. THE PONY ELEVATOR is unmounted—equipped with derrick and 17 foot elevator.



These elevators have large capacity, large raising receiving hopper, adjustable feed and swivel discharge spout. Will handle all small grain successfully. Both operated with a 2 to 5 h.p. engine.

5 foot extensions can be supplied with either of the two elevators if greater elevation is desired.

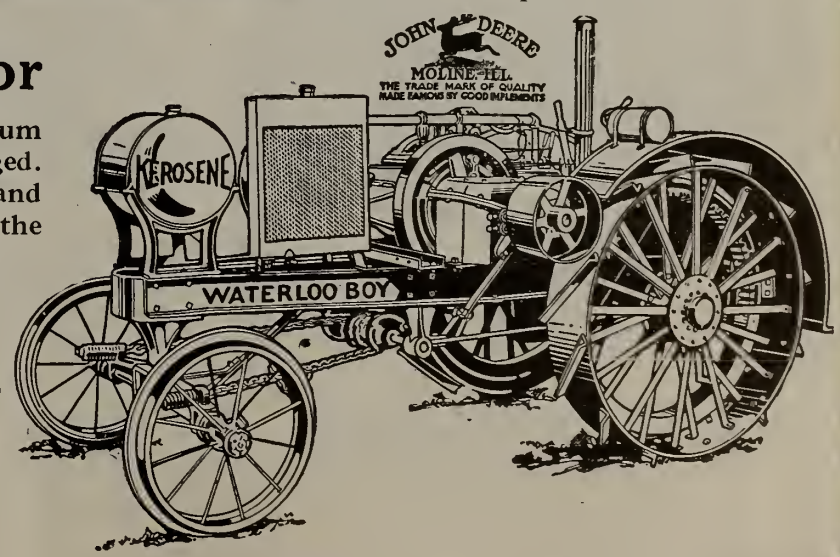
Write now for particulars.

A Full Line of Quality Implements Illustrated and Descriptive Literature on any of the John Deere Implements listed below sent free on request.

Binders	Hay Stackers
Cultivators	Manure Spreaders
Feed Mills	Mowers
Grain Drills	Plows
Harrows(disc)	Threshers
Hay Loaders	Wagons
Hay Presses	Farm Engines
Hay Rakes	Farm Tractors

Waterloo Boy Kerosene Tractor

12-25 h.p. twin cylinder engine. Burns kerosene—get maximum power from this low-priced fuel. Especially strong and rugged. Simple in design—every part accessible. Many exclusive and distinctive features. A money maker for the dealer—as well as the farmer. Send for folder.



John Deere Plow Co. Ltd.

Winnipeg Regina Saskatoon Calgary
Edmonton Lethbridge

Beatty Bros. Extend Factories

In addition to the very large extensions to their factories in London, Ont., Beatty Bros. Limited, manufacturers of stable equipment, churns, washers, ladders, etc. are making extensive additions and improvements to their factories in Fergus, Ont. The installation of the Sidman Patent Dry Kiln, for drying green lumber in from eight to ten days, is now complete.

Large additions to their Stable Equipment factory in Fergus are

Building in Progress at Beatty Bros. Plant, at Fergus, Ont.

now nearing completion. Very shortly they hope to have an additional floor space of nearly three acres at their main Fergus factory alone. The additions are being built with pressed brick fronts, steel sash and prism glass.

The extra space is absolutely necessary to handle the greatly increased demand for the steel stalls, manure and feed carriers, water bowl outfits and hay unloaders made by this firm. Some idea of the expansion may be gathered from the fact that the new shipping room alone will measure 144 ft. by 144 ft. Our illustration shows the addition to the East end of the present main Fergus Plant.

New E-B Branch Manager

S. D. Highleyman has been appointed manager of the Indianapolis branch of the Emerson-Brantingham Implement Co. Mr. Highleyman has had over twenty years experience in the farm machinery trade, starting in the retail business in Kansas. He later worked for the John Deere Plow Co. and the Racine Wagon and Carriage Co., joining the E-B organization in 1906. During the past few years he has been assistant division sales manager at the head office of the company at Rockford, Ill.

The Men Who Buy Cars

It is often claimed that too many men purchase automobiles who cannot afford to do so. In connection with buying cars on time—a popular custom, be it said, the statistical division of the largest exclusive automobile financing company in America—General Motors Acceptance Corp.—gives some interesting data.

According to their figures the man who buys a car on time is a property owner with assets and has a nice income which should amply warrant him in purchasing a medium priced car. He is over 35 years old, he has property worth over $6,000, his income is $275.00 a month, he usually buys a car for $1,044 of which he pays 44 per cent in cash and the remaining 56 per cent in ten months.. His monthly payments average only 20 per cent of his income.

An interesting fact brought out by these figures is that whereas, only one-third of the purchase price of the car is required as a cash payment that the average is 44 per cent cash paid, thus showing that the average purchaser has more cash than is required. We wonder if the data applies to farmers?

A British Export Opportunity

British manufacturers of farm implements and machinery find that business opportunities in Europe are poor, as the various countries are unsettled and the rates of exchange prohibit business. In connection with export trade, The Implement and Machinery Review, London, says:

"We have reason to believe that unless overseas trade in farm implements and machinery does expand in the near future some of the large firms may not have sufficient orders on hand to keep employed the large staffs of working men at present engaged. This is unfortunate, but facts point to its realization."

In spite of this fact, in many lines of machinery in Canada there has been a distinct shortage this year. Could not British makers of farm equipment endeavor to supply goods for Canada, with due recognition, of course, of the competition they would meet in certain lines from the American producers? With little or no structural alteration many British machines are excellently adapted for Canadian requirements.

A man who's up in his line is seldom down in the mouth.

PUMPS
AND
Clothes Reels
Made in the best equipped factory in Canada.
We make and handle pumps for all kinds of work.
We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

"CRESCENT"
Plow Shares

A Type for Every Plow.
Order Now. Prompt Shipments Made

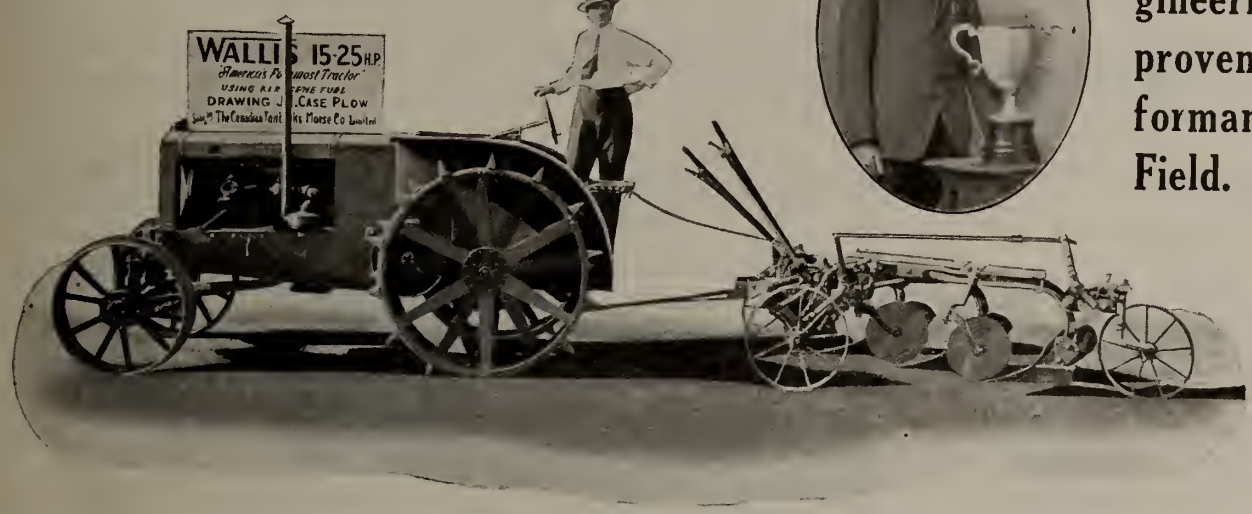
Cleans the Grain for Market . . .
Raises Grade and Price . .

For Fall Business . .
Improved "HERO" FANNING MILLS
Get Our Prices and Terms
Westwo
"Knock-Down" Cutter Gears
Leaders in Materials, Strength, Finish
GET A STOCK ON YOUR FLOOR
A Fast-Selling Line for the Dealers
Send us Your Requirements
D. ACKLAND & SON, LIMITED
WINNIPEG, MAN.

WALLIS

America's Foremost Tractor

At the Manitoba Provincial Plowing Match, at Portage-la-Prairie, W. J. McCuaig was awarded the Silver Cup for the best tractor-plowed land. His score of 88 points was the highest recorded at the Match. He operated his Wallis 15-25 and 3-bottom J. I. Case Plow.



Leadership in Design and Efficiency—Soundness of Engineering Principles—are again proven by the Dominant Performance of Wallis in the Field.

In all tests, under every day farm conditions, Wallis superiority measures the value of a tractor that Masters Competition through inbuilt Quality and Dependability.

The Wallis has back of it an institution which has held the confidence of the farmer for three generations. At great public demonstrations, in private use, under the most gruelling conditions, it has proven its worth. It represents the ultimate in tractor building. Behind its medium weight lies enormous strength, due to such advanced ideas as the "U" frame construction—the strongest, lightest foundation ever built into a tractor. Cut and hardened steel gears, fully housed, operate in a constant bath of clean oil. Removable cylinder sleeves; completely machined combustion chambers. Roller and ball bearings throughout. High tension magneto, with impulse starter. Hydraulic type governor, etc.

Dealers who have confidence that they measure up to the high qualifications demanded of Wallis representatives will appreciate the sales opportunity embodied in the Wallis Agency. May we submit it to you?

Fairbanks-Morse Separators Assure Speedy and Economical Threshing for the Farmer, Profitable Business for the Dealer

MADE IN TWO SIZES:

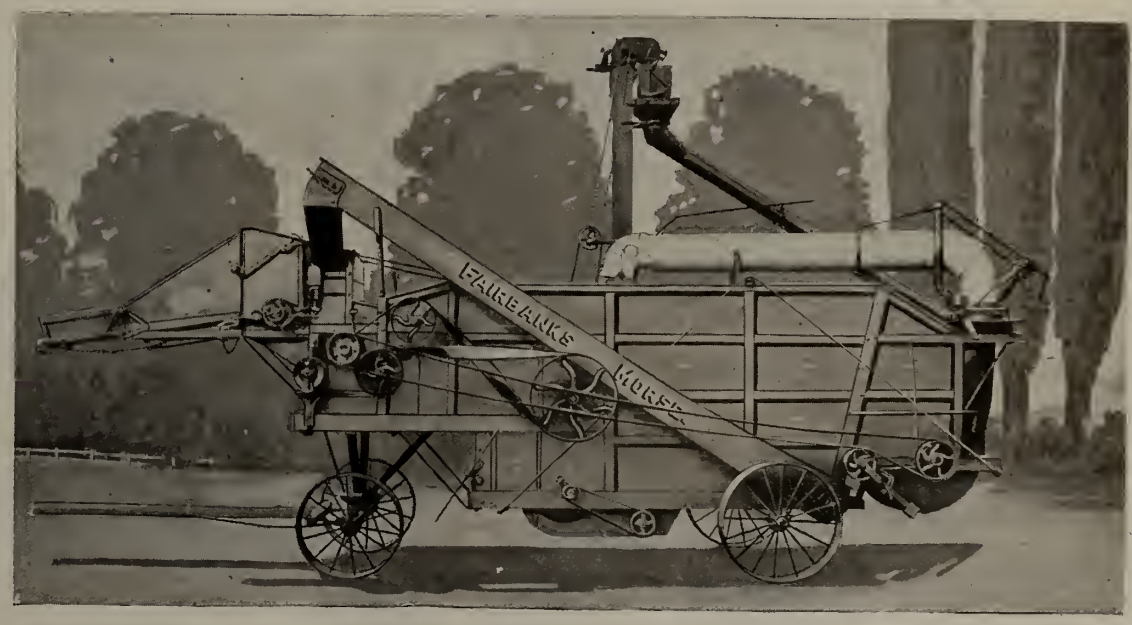
20 x 42 24 x 46

Designed with a thorough knowledge of western threshing conditions to handle western crops and stand the strain of hardest service. The quickest, cleanest, most easily operated separator sold. They assure the farmer maximum crop value, no loss of time, no wasted grain. They have enormous capacity.

READY SALES—GOOD PROFITS PLEASED CUSTOMERS

Equipped with heavy double-bar cylinder, running in self-aligning bearings. Large grate surface; extra wide body. Double-belted deck. Finely balanced. Vibration reduced to a minimum. Langdon Self-Feeder, Wind Stacker and Automatic Register. Complete sieve equipment; special large weed screen.

Now is the time to get full information and our liberal Agency Proposition. . . .

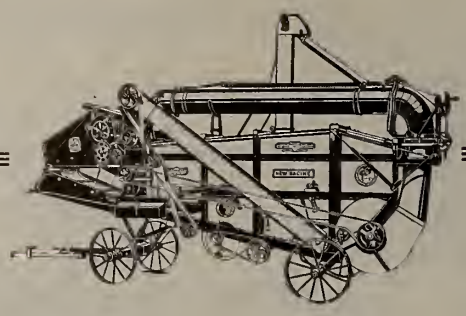


THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

SASKATOON WINNIPEG CALGARY (Opening at REGINA Shortly)

We Manufacture and Distribute:

Type "Z" Stationary Engines—Fairbanks-Morse Separators—Wallis Tractors—J. I. Case Tractor Plows—Grinders—Crushers Electric Lighting Plants—Portable Grain Elevators—Fairbanks Scales—Windmills—Water Supply Systems Pumps—Pump Jacks—Washing Machines, Etc.



New Racine Thresher

The Dealer's Favorite

Threshes Clean
Saves all the Grain
Operated by Light Power
Needs No Experting

We have a fine proposition for live distributors in Manitoba, Alberta, Saskatchewan, and British Columbia.

BELLE CITY MANUFACTURING CO.

Sole Manufacturers

RACINE, WISCONSIN, U.S.A.

Get Ready for the Fall Demand

FARMER JONES
Convertible Packers

MADE IN 10, 12, 15 and 21-FOOT SIZES

The crops this year again show the supreme value of proper tillage methods so as to hold all available moisture.

No tillage implement equals the Farmer Jones Packer for this work. It is invaluable to the farmer in fall plowing.

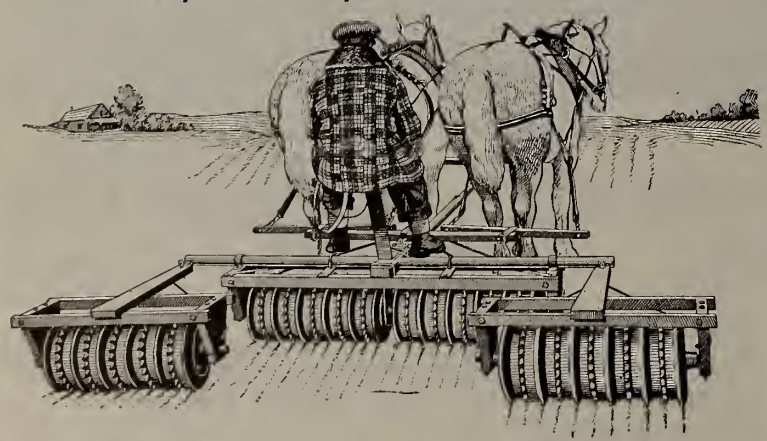
Packs, harrows and mulches—all in one. Conserves moisture and prevents soil drifting. Wet, sticky soil and trash is thrown off. Adaptable to any job. Remove the mulcher wheels and you have a sub-surface packer.

Dealers: For Particulars and Agency Proposition, Address

Christiansen Implements Limited

Cor. WILLIAM and ARLINGTON WINNIPEG, MAN.

Also manufacturers of packers, for all size plows—and plow attached harrows



Special Gang Plow Hitches Supplied with Every Packer.

The U.S. Tractor Show

The National Tractor Show, to be conducted by the tractor show comittee of the National Implement and Vehicle Association at Columbus, O., will open Monday, Feb. 7, and close Saturday, Feb. 12, 1921. E. E. Whaley, editor of the "Implement and Tractor Age", Springfield, Ohio, will act as manager of the show next year.

It has been decided to make a charge of $1.00 per square foot for exhibition space to companies holding membership in the National Implement and Vehicle Association, and $1.50 per square foot to non-members.

Anti-Friction Bearings on Farm Machinery

We recently received from the S.K.F. Industries, Inc., New York City, their new booklet dealing with the value of ball-bearings as equipment in threshers and farm machinery. This booklet deals in a most comprehensive manner with the efficiency of the ball-bearings in reducing friction, lubrication and trouble as compared with the plain bearing. A series of fine engravings show the adaptation of ball-bearings to different parts of the modern separator, such as the cylinder shaft, wind stacker, fan shaft, etc. The application of the bearing to feed mills, alfalfa mills, motor cultivators, ensilage cutters, silo fillers, windmills, etc., is described in a most interesting non-technical manner. Full particulars and illustrations of the bearing lines manufactured by the company complete a publication of distinct value to the power farm machinery dealer.

Rock Island Issue Repair List

The Rock Island Plow Co., Rock Island, Ill., recently issued a new general repair catalog, No. 60. This is the most complete repair book the company has yet produced and is finely arranged and indexed so that dealers can refer to numbers and machines without loss of time. Rock Island dealers in Canada can obtain a copy of the new repair book by sending a request to the head office, mentioning this publication.

Ball Bearing Hubs in Vehicles

Recently comprehensive tests were made in Great Britain of the hill-climbing, starting and carrying capacity of wagons and trucks fitted with ball-bearing hubs and ordinary hubs. Identical vehicles, but one fitted with plain hubs, the other with ball-bearing hubs, competed in the tests. Reports in our English contemporary state that the great draft reducing efficiency of the ball-bearing hub was fully proven. The S K F type of ball-bearing hubs were used in the tests. In a hill climbing test, over a gradient, varying from 1 in 23 to 1 in 12, with loads varying from 1 ton to 2 tons, a remarkable saving in energy was evident where the anti-friction hubs were used. This shows the value of this type of bearing in a new field of adaptation.

New Manufacturing Arrangement

W. M. Jones, manager of Christiansen Implements Limited, Winnipeg, announces that arrangements have been completed whereby the complete line of Christiansen implements, comprising land packer, mulchers and sub-surface packers, etc., will be manufactured by the Magnet Metal & Foundry Co., Winnipeg. In the past the Christiansen organization have operated their own plant, but under the new arrangement they will have more time to devote to the sales side of the business, while production will be increased owing to the great production facilities of the Magnet Metal Co. Mr. Jones reports great success with his new type packer wheel, which has proven very popular wherever tried out.

The Canadian National

The tractor and farm implement industry will be well represented at the Canadian National Exhibition, which will be held at Toronto, August 28 to September 11. The list of entries of tractors and farm machinery is said to be greater than ever before. A number of new lines will be on exhibit for the first time. By August 1st, 45 firms had entered. Among the leading firms showing their lines will be the following.

Aspinwall-Drew Co., T. E. Bissell, John Deere Plow Co., Monarch Tractors Ltd., Chase Tractors Co., Massey-Harris Co., International Harvester Co., of Canada, Sawyer-Massey Co., Ontario Wind Engine & Pump Co., Gibson Mfg. Co., Cockshutt Plow Co., R. A. Lister & Co. of Canada, Canadian Fairbanks-Morse Co., Robt. E. Bell Engine & Thresher Co., Goodison Thresher Co., De Laval Separator Co., Swedish Separator Co., Samson Tractor Co., Cleveland Tractor Co. of Canada, Goold, Shapley & Muir Co. Ltd., etc.

Long credits make short friendships.

HYATT

ROLLER BEARINGS

For Abundant Harvests

HYATT Bearings are built on a principle fundamentally correct—carry the severest loads under all conditions without wear on the rolling parts and never require adjustment.

Because of their greater capacity for lubricant they require less attention for oiling than any other bearing.

The unequaled quality of Hyatt Roller Bearings has been proved by actual and successful use in almost every application in which an anti-friction bearing can be used.

TO make harvests more abundant—to make farm profits larger—to make farm work easier and farm life happier—these are the achievements of power farming machinery.

And it is highly significant that in the best of these machines whether they be trucks, tractors, plows, threshers or other agricultural implements, you will find one constructional feature in common—Hyatt Bearings.

This universal use of Hyatts expresses the combined opinion of hundreds of manufacturers and thousands of farmers who have proved to their own satisfaction that Hyatt Bearings make better farm machinery.

HYATT ROLLER BEARING COMPANY

Tractor Bearings Division
Chicago

Motor Bearings Division
Detroit

Industrial Bearings Division
New York City

Text of Sales Tax Resolutions in Budget

In connection with the Sales Tax of one per cent, as embodied in the Drayton Budget, with amendments to date the exact wording of section 8a, dealing with this legislation, is as follows:

(8)—(a) That in addition to the present duty of excise and customs a tax of one per cent shall be levied and collected on sales and deliveries by manufacturers, wholesalers or jobbers, and on the duty paid value of importations; that in respect of sales by manufacturers to retailers or consumers, or on importations by retailers or consumers the tax payable shall be two per cent; that the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one per cent; that such tax must not be included in the manufacturers' or wholesalers' costs on which profit is calculated; and the tax shall be paid by the purchaser to the wholesaler or manufacturer at the time of such sale, and by the wholesaler or manufacturer to His Majesty in accordance with such regulations as may be prescribed, and such wholesaler or manufacturer shall be liable to a penalty not exceeding $500 if such payments are not made, and in addition shall be liable to a penalty equal to double the amount of the excise duties unpaid.

(b) That the minister may require every manufacturer and wholesaler to take out an annual license for the purpose aforesaid, and may prescribe a fee therefor not exceeding $5, and the penalty for neglect or refusal shall be a sum not exceeding $1,000.

(c) That any such tax, costs or penalties may, at the option of the minister, be recovered and imposed in the exchequer court of Canada, or in any other court of competent jurisdiction, in the name of His Majesty.

Other sections of the Budget which may apply to the implement industry are:

A drawback may be granted of the tax paid on goods exported, or on materials used, wrought into or attached to articles exported.

(9) That a stamp tax of two cents be imposed, levied and collected on promissory notes and bills of exchange, and advances made by a bank by way of overdraft of the value of $100 or less, and that a tax of two cents additional be imposed on every $100, or fractional part thereof, in excess of $100.

(10) That a stamp tax of two cents be imposed, levied and collected on each $100 of face value or fraction thereof, of stock transferred.

U.S. Cordage Trade Forms Institute

Manufacturers of cordage in the United States have formed an association to be known as the Cordage Institute. The scope of this organization, it is reported, is to deal with problems relating to the cordage industry which have long called for associated study and common counsel. Their objects will include the tabulation and dissemination among members of information regarding raw materials, labor supply, credit information, technical information, manufacturing practice, cost accounting, tax problems, transportation problems, Governmental regulations of interest to the industry, labor problems, and many other matters.

Among the firms holding membership in the Institute are the following: Plymouth Cordage Co., North Plymouth, Mass.; Whitlock Cordage Co., New York; New Bedford Cordage Co., New Bedford, Mass.; Columbian Rope Co., Auburn, N.Y.; Wall Rope Works, New York; Consumers Cordage Co., Peterboro, Ont.; R. A. Kelly Co., Xenia, O.; and the Hooven & Allison Co., Xenia, O. F. C. Holmes of the Plymouth Cordage Co., has been elected president.

Deere Adding to Engine Plant

Deere & Co., Moline, Ill., are busy on a program of half-million dollar improvements to the plant of the Waterloo Gasoline Engine Co. at Waterloo, Iowa. Foundations for four great factory structures are completed. The four new buildings which are now under construction will give a total added area to the factory of 90,000 square feet. They are being constructed of concrete, steel and brick, with steel-glass roofs, thoroughly fireproof. The largest is a foundry, 120 x 200 feet in dimensions.

You get from life and marriage just what you put into them.

Even the best pugilist has not the "come-back" that some farm machinery notes can show.

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

NOW

When oil containers are hard to get, and the need is urgent

MAX OIL WAGON TANKS

WILL BE WORTH TO THE OIL USING HARVESTER

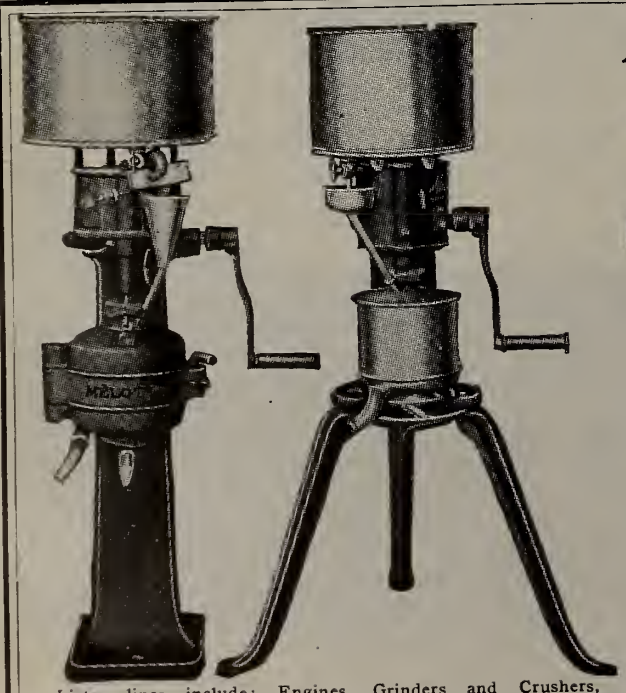
TWICE The Very REASONABLE PRICE

AT WHICH THEY ARE SOLD

Get in Line to Supply the Demand

Western Steel Products Limited

WINNIPEG Man. | REGINA Sask. | CALGARY Alta. | EDMONTON Alta.



A Great Sales Opportunity!

Melotte Cream Separators

ARE BACK ON THE MARKET

12 Sizes: Capacities, 280 to 1300 Lbs.

The world famous Melotte Cream Separator is back on the Canadian market. Production is in full swing. We can make immediate delivery of all sizes, and we carry a complete line of repairs.

SUSPENDED SELF-BALANCING BOWL

You can't build a worth-while separator business without a separator that is basically right. The Melotte bowl is self-balancing and frictionless—the only ball bearing bowl. It hangs from a single bearing. Gearing is square cut, all enclosed and runs on ball bearings in an oil bath. No worm wheels.

Easily cleaned; unequalled skimming efficiency. Over 50,000 Melotte Separators are in use in Canada alone. Complete particulars and literature sent on request.

GET OUR ATTRACTIVE AGENCY OFFER TO-DAY.

R.A. LISTER & COMPANY (Canada), LTD.

WINNIPEG, MAN. - - TORONTO, ONT.

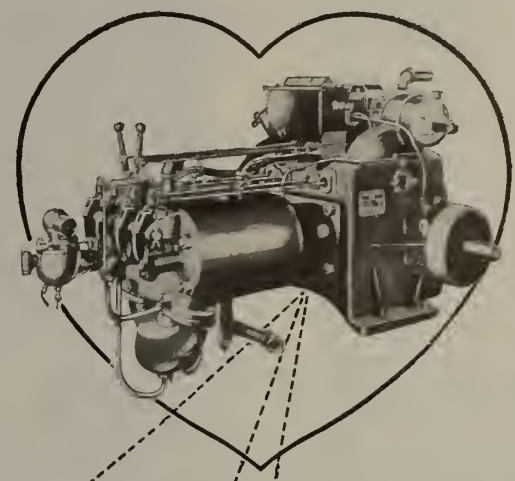
Lister lines include: Engines, Grinders and Crushers, Electric Lighting Plants, Milking Machines, Churns, Silos, Pumps, Pump Jacks, Power Pumping Outfits, etc.

All the power you pay for—

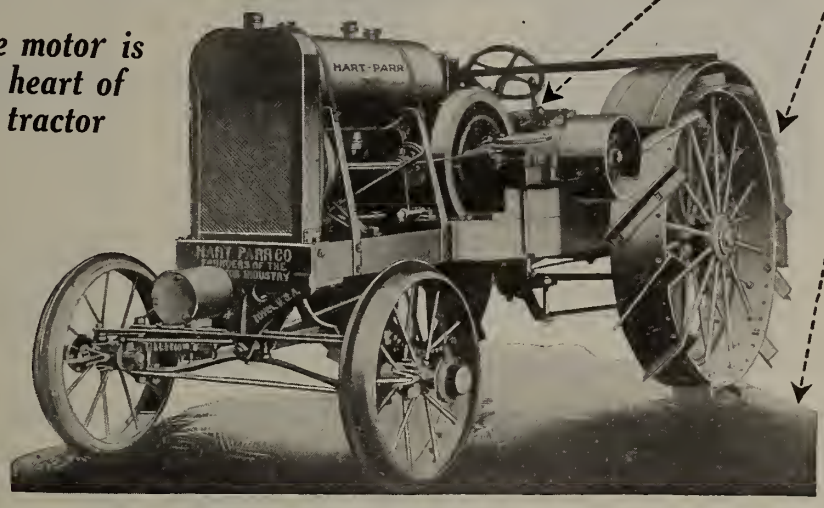
The Hart-Parr 30 tractor develops thirty horsepower at the belt. Practically all the power of our wonderful motor is available at the belt because the belt pulley is direct connected—no extra gears to consume power.

Official tests prove that only about twenty per cent of the power is lost between the motor and the drawbar in the Hart-Parr 30.

In the Hart-Parr 30 you get all the power you pay for.



The motor is the heart of the tractor



Drawbar Horsepower

is the power developed by the motor:

—Less the power lost in the transmission,

—Less the power necessary to propel the tractor,

—Less what is used by friction of lugs or wheels in the ground,

—Less the power necessary to drive the lugs into the ground.

Official tests

At the Iowa State Agricultural College, Ames, Iowa, the Hart-Parr 30 was given an official test and developed 3160 pounds pull—24.8 drawbar horsepower.

At the big Ohio State University competitive drawbar test, the Hart-Parr 30 developed 3220 pounds pull—26.5 drawbar horsepower.

The tremendous power of the Hart-Parr 30 has enabled Hart-Parr 30 dealers to secure the bulk of the business in their respective territories in the face of any competition.

Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today. The great grand-daddy of all Tractors was old Hart-Parr No. 1, built in 1901.

Some desirable territory still open.
Write for particulars today.

HART-PARR COMPANY
Founders of the Tractor Industry
382 Lawler St. Charles City, Iowa

A POWERFUL STURDY THREE-PLOW KEROSENE TRACTOR

HART-PARR 30

BUILT BY THE FOUNDERS OF TRACTOR INDUSTRY

Samson Tractor Co. of Canada is Incorporated

Will Manufacture Tractors, Trucks and Implements at Oshawa, Ont.

The Samson Tractor Co. of Canada Limited, a subsidiary of the General Motors of Canada, Inc., have decided that Oshawa is the logical place in Canada for the manufacture and distribution of Samson Tractors, Samson Trucks and Samson Farm Implements.

R. S. McLaughlin is president of the new company and he has already formed a nucleus of an organization to handle these products. C. E. MacTavish, who has been for the past year parts and service manager of the Chevrolet Motor Company of Canada Limited, and previously was sales manager of the Chevrolet Motor Company at Regina, has been appointed sales manager of the Samson Tractor Company. Mr. MacTavish is ideally qualified for this position as he has some years valuable experience in the West in the organization of the Cockshutt Plow Company. V. O. Hipwell, late of the Chevrolet Service Department, has also been appointed to the Samson Tractor Co. staff and is now at Janesville, Wis. W. Marshall, who has been a salesman for Chevrolet Motor Company has been appointed as assistant sales manager.

R. S. McLaughlin, Oshawa, Ont.

President of the Samson Tractor Co., of Canada, Ltd.

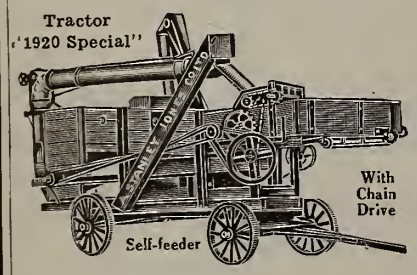
Photo by International Press Ltd.

Oshawa will be the head office of the Samson Tractor Company of Canada Limited. For the time being Model M. Samson Tractors will be imported from Janesville, Wis., and distributed from Oshawa until the plant is fully equipped for manufacturing. Sold at a very reasonable price, there is no import duty on the Samson Model M. Tractor.

Farm implements, such as the Samson Disc Harrow, Samson Plow, etc., will also be imported, but the Samson Truck will be manufactured right in Oshawa, production commencing immediately.

The Samson Model M. Tractor is suitable for all heavy jobs on the farm, say the manufacturers. It will pull a two or three-furrow plow, and will work with more efficiency than can possibly be accomplished with a team of four horses. It will pull a tandem disc harrow, two 2-ft. spike-tooth harrows, two 4-horse grain drills, two 7-ft. binders, large road grader or it will run a 22 to 24 inch grain separator, a heavy buzz saw, heavy duty grinder or ensilage cutter up to 14 inches, centrifugal water pump for irri-

How to Keep Your Customer's CONFIDENCE



When you sell a man machinery and fail to make delivery as promised when the sale was effected—you immediately lose the confidence the customer formerly had in you

We have a

:: SEPARATOR ::

For an Engine from 3 h.p to 20 h.p.

from $250.00 up—for immediate delivery

Even in winter we carry from one to three hundred machines in Stock. We also have **ENGINES** from 1½ **H.P.** to **15 H.P.**, and **COMBINATION OUTFITS** from **$743.00** to **$1,395.00.** There is not a prospect in your district that you cannot sell the very thing he wants in our line and keep him satisfied both before and after purchase. You can offer a standard machine at a reasonable price —earn a good commission—and have your customer coming to you again when in need. Isn't that good business?

We have vacancies at various points for live Agents only. Everything considered it will pay you to make application for our Agency to-night.

A. STANLEY JONES CO. LTD.

SASKATOON, SASK.

Bargains in Threshers

REBUILT STANDARD MAKES—GOOD AS NEW—AT SPECIAL CUT PRICES

HERE is an unequalled sales opportunity for the aggressive dealer. He can supply customers with a first-class separator at a remarkably low price—for cash or on terms.

We are offering a limited number of used and rebuilt Separators for immediate sale. Get in on this business. It will mean money for you.

DEALERS: Act quickly if you want them

These exceptional values are sure to be speedily snapped up.

Unequalled Values in Separators

6 small overshot Separators with straw carrier and high bagger. Hand feed attachment. Price $375 and up.

1 "Big Giant" Separator equipped with hand feed attachment and high bagger.

1 24x46 Stewart Separator equipped with Langdon Feeder and high bagger.

A number of 24x46 Rebuilt Standard Separators equipped with windstacker, feeder and high bagger or automatic register.

A few Special Bargains in used Combination Outfits—Separator and Engine mounted on same truck.

Write or Wire To-day for our Cash and Term Prices

These offers demand quick action. DO NOT DELAY. Our service and repair stock are available to every purchaser.

Cushman Motor Works of Canada, Limited

Dept. E, Whyte Avenue and Vine Street, Winnipeg, Man.

Cletrac
TANK-TYPE TRACTOR

Be Ready for Fall Orders

More kinds of Work
More days in the year

THIS YEAR the demand for Cletracs has been greater than we could meet. Our enlarged factory going full blast is speeding up production. The good work will be kept up and we believe we can take care of all orders. If any dealer loses out he will be the one who orders late. First come, first served. Send your orders in early.

Cletrac's many distinctive features have made it the choice of Canada's foremost dealers. Travels on its own self-laid tracks. Glides over the soil without packing. Runs on coal oil (kerosene) or gasoline. Goes everywhere. Does every job of hauling and belt work. Cletrac is needed on almost every Canadian farm.

Cletrac has back of it the largest tank-type tractor manufacturing concern in the world. Cletrac pays you well. It is a speedy seller. Satisfied owners are boosting Cletrac and Cletrac sales everywhere.

We have a very profitable dealer proposition for you. It will pay you to get in on Cletrac now. Get Cletrac literature. Get a grip on Cletrac facts. A mighty fine business is yours for the taking.

And don't delay in getting in those orders.

The Cleveland Tractor Company of Canada Limited

Head Office
WINDSOR, ONT.

Western Sales Office
REGINA, SASK.

gation purposes, stone crusher or large concrete mixer, will handle large hay balers—in fact will do any average belt or draw bar job requiring steady, reliable power.

Large Production Available

The Samson Tractor has heretofore been manufactured in Janesville, Wis., where a tremendous plant has been running for the past year on large production schedules. For many months past they have produced 110 to 150 tractors per day, which quantity has been readily absorbed by the farmers in the middle western States. Beginning August 1st, it is intended to distribute among Canadian dealers and farmers a monthly quota of Samson Tractors.

A Farm Truck Line

In addition to marketing Samson Tractors in Canada, the Samson Tractor Company of Canada will manufacture and sell the Samson Truck for the farmer. This truck is made in ¾ and 1¼ ton sizes, and is especially adapted for farm use.

The tractor industry is as yet in its infancy. With away over 225,000 farms, only some 27,000 tractors are in use in Western Canada. General Motors Corporation, realizing the future demand for tractors; spent a great deal of time and money in experimenting to find out exactly what type of tractor would be most essential. They have come to the conclusion that a small tractor is best adapted for Canadian agriculture and consequently designed the Model M. Their best engineers have spent several years in experimenting and have o.k.'d the product now being sold all over the United States.

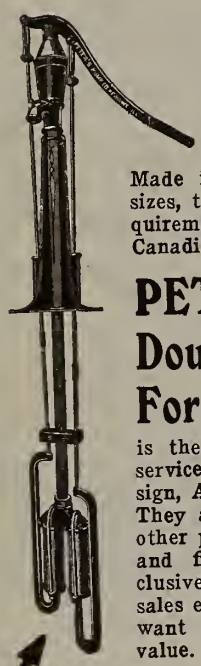
In Canada, as elsewhere, there seems to be a congestion in the cities and a scarcity of efficient help on the farms. But one thing will turn the tide the other way and that is the introduction of labor-saving, efficient machines for the farm. General indications are that the tide is turning. We find many city men leaving the cities to make farming a profession. We also find many farmers' sons becoming more interested in the farm with the advent of the tractor and labor saving machinery. There are still thousands of acres of fertile land awaiting the hand of the farmer. Farming is our basic industry and our other industries thrive in proportion to the amount of produce the farmer produces.

The Samson Tractor Co. of Canada Limited, distributing as it does tractors, trucks and farm implements, which will make for more efficient farming, hopes to play a big part in bringing the science of agriculture into its own.

It is the intention of the Samson Tractor Co. of Canada to exhibit the Samson Model M. Tractor, as well as a line of the Samson implements, at the Canadian National Exhibition in Toronto. They will be prepared to ship tractors early this month and are now organizing dealers' territories.

Get sleigh orders in early.

PETERS PUMPS



Give More Water in Less Time with Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

ALWAYS DELIVER THE WATER

Dealers: Get Peters' Pump Proposition for 1920

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "comeback." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Kewanee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

Sell "Bulldog" Fanning Mills

This Year the Farmer Should Clean Every Bushel of Grain for Market

Bull Dog Mills are made in Five Sizes, 24, 32, 40 48 and 64-inch sieve widths. Capacities 25 to 150 bushels per hour. There's a size to suit the requirements of any farmer. We can make prompt delivery of all sizes.

Clean Grain Means Bigger Profits

The New Improved 40-Inch BULLDOG with Power Attachment and Wagon Box Elevator

Show your customers the BULL DOG way to clean their grain, absolutely removing dockage, conserving valuable feed and raising the grade of their crops. No fanning mill made equals the New Improved BULL DOG for efficiency. The Force Feed Roller gives a perfectly even flow of grain over sieves. The new Weed Screen Sieve gives dustless operation and cleaning results that have never been duplicated. Dealers: Let us have your requirements—NOW.

Specialists in Grain Cleaning and Grading Machinery

THE TWIN CITY SEPARATOR CO. Ltd.

QUELCH STREET : : WINNIPEG, MAN.

Address all correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

Useful Hyatt Handbooks

The power farm machinery dealer should be vitally interested in the development of anti-friction bearings for modern farm machinery. He now has the opportunity to secure a veritable text book on the subject from one of the biggest manufacturers in this line.

The Hyatt Roller Bearing Company, Chicago, has brought out four handbooks dealing with farm machine design, which are listed as "Bearing Engineering Handbooks." The four books cover tractor, implement, and belt driven farm machine bearing applications and tractor dynamometer tests. In each case care has been taken to cover the subject from the practical standpoint rather than a theoretical one. Experience is largely used in determining bearing trend. The four books will be such that they may be bound into one loose-leaf cover for reference. The company will supply interested dealers with these books upon request.

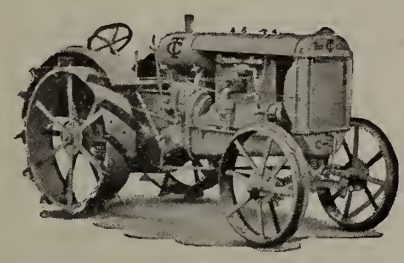
Gas Saver Firm Reorganized

The "No-Knocks" gas saver, formerly handled by the J. D. Adshead Co., Winnipeg, is now being distributed by the "No-Knocks" Gas Saver Co., Winnipeg. The company is located at 445 Main St. in that city. This equipment, says the company, is guaranteed to stop engine knocks due to carbon, giving greater power to the engine and preventing the formation of carbon on valves, plugs and combustion chambers. It also eliminates carbon already deposited and is said to save 25 to 40 per cent in gasoline cost. The company report a heavy demand for this automobile engine attachment.

By-Product of Coke as New Motor Fuel

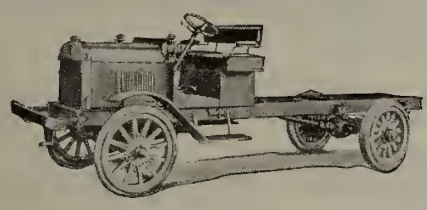
Thousands of gallons of benzol, a by-product of coke, are now being used for motor fuel. While being much more combustible than gasoline, benzol has not as yet reached the highest stage of refinement, and present results are best when it is mixed in equal proportions with gasoline. Heat and cold also have a totally different effect upon it than upon gasoline. Chemical laboratories, however, are doing a great deal of experimenting and soon hope to be able to refine it so it can be used alone and under all conditions. Of course, its chief effectiveness comes from its high combustive power which is between twelve and fifteen per cent greater than gasoline, but it is only available in limited quantities.

What Is The Basis of Tractor Success Today?



Twin City
12-20 Tractor

All-Steel Twin
City Thresher



Twin City
Two Ton Truck

With the Twin City representation, you have a complete line for motorizing the farm—tractors in every size—all-steel threshers, including a fast seller for the individual farmer market—and motor trucks for the widest service range.

NO doubt you are giving a great deal of thought to this question. It comes right home to every dealer and every prospective dealer. For the tractor business is one of the biggest successes of our times—***for some manufacturers, and some dealers***. Big as it is, it is just entering on the period of its ascendancy, in which it will return great profits to those who are rightly established for ***permanency*** in the field.

The first essential is—not tractors—but ***the right tractor.*** Never was there such a sharp distinction made in the minds of buyers between products that are worthy and those that are not.

Farmers know a good deal more about tractors today than they did a few years ago. Only such a tractor as we have indicated can build a profitable business for you. ***For there is no real profit in the tractor business except in permanency.***

Such is the Twin City "12-20"—a tractor that gives you the utmost insurance on all these points at the start.

With the Twin City "12-20" your time is not taken up with service calls. Your success is broadened ***every day*** by the success of Twin City on the farms, and the word of one user to another.

We invite correspondence from dealers who appreciate this opportunity

Branches

Lincoln, Neb.
Des Moines, Iowa — Wichita, Kansas
Great Falls, Mont.
Denver, Col. — Fargo, N. D.
Indianapolis, Ind,
Peoria, Ill. — Kansas City, Mo.
Spokane, Wash.
St. Louis, Mo.
Salt Lake City, Utah

Twin City Company

Selling Products of

Minneapolis Steel & Machinery Co.

Minneapolis, U. S. A.

Canadian Distributors: Minneapolis Steel & Machinery Co. of Canada, Ltd.—Winnipeg, Man.; Regina, Sask.; Calgary, Alta.

Export Office: Minneapolis Steel & Machinery Co.—154 Nassau Street, New York City

Distributors

Frank O. Renstrom Co.—San Francisco, Los Angeles, Stockton, Oakland and Sacramento, Calif.
Baskerville & Dahl Co., Watertown, S.D.
Shannahan & Wrightson Hardware Co.—Easton, Maryland
Kepler-Merrell Motor Car Co.—Syracuse and Utica, N. Y.
Southern Machinery Co.—Atlanta, Ga.
R. B. George Machinery Co.—Dallas, Houston, Amarillo, San Antonio, Texas, and Crowley, La.

TWIN CITY

12-20 Kerosene Tractor with 16-valve engine

Immense Production Program for International Motor Truck

The International Motor Truck, which has increased its sales volume fifteen hundred per cent since 1914, is to be put as soon as possible into greatly extended production. Harvester Company officials have just secured a site for the erection of the largest motor truck plant in the world to provide their truck with manufacturing facilities more in keeping with American, Canadian and world demand.

Cyrus McCormick, Jr., Works Manager, who will have charge of the construction equipment, and operation of this new development, says:

"The site of the new plant, which will be in addition to Akron Works, is situated at Fort Wayne, Indiana, about three and a half hours ride from Chicago and on the N.Y.C. & St. L., Wabash, Pennsylvania, New York Central, and Ohio Electric railroads. The facilities for International Motor Truck manufacture and distribution were investigated in twenty-eight industrial centers in the United States before the Fort Wayne site was selected, in order to find the very best base for International Motor Truck extension. In a word, Fort Wayne was selected for its strategic situation with respect to the delivery of raw materials from the Company's mining and lumber and steel producing properties and from available sources of purchase and with respect to the quick and facile distribution of the finished product.

"Fort Wayne's position is favorable geographically and its railroads and their connections are the most completely supplied with that special equipment which is needed for delivering International Motor Trucks to the Company's dealers and distributors the country over and to the 107 International Harvester branch houses in the United States and Canada.

Homes for Employees

"That special study was given this often overlooked fact is shown by the carefully developed arrangement between the Harvester Company and the Ft. Wayne Chamber of Commerce for the completion, as the first quota, of 1,000 new homes for International Harvester men and their families. These homes will not be concentrated in an industrial home center, but will be distributed among a number of attractive suburbs. The plan is that these groups of homes in their various locations will each become the nucleus of a suburban community which will attract in a normal way residents from various walks of life. The houses will not be constructed along lines of monotonous regularity, but will be diversified as to plan and style of architecture. As a safety measure, all plans must be approved both by the Company and the Ft. Wayne organization which has the construction in charge. The homes will be sold to employees at actual cost plus ten per cent on the amount of investment. This elaborate program was entered upon and its vast detail mastered in the belief that a well-housed employe is a happy workman and that happy workmen are the ones who build master products.

Large Acreage Used

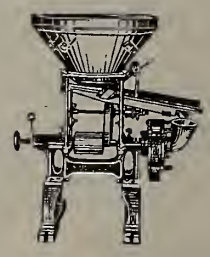
"It is a noteworthy fact that the site purchased for this great new plant comprises 140 acres of land and that this represents the greatest acreage for manufacturing purposes of any of the International Harvester plants on the American continent, of which this will be the 24th, or of the European plants of the Company, which are seven in number. This

KINGSTON
CARBURETORS
RECOGNIZED STANDARD
FOR TRACTOR USE
ASK ANYBODY

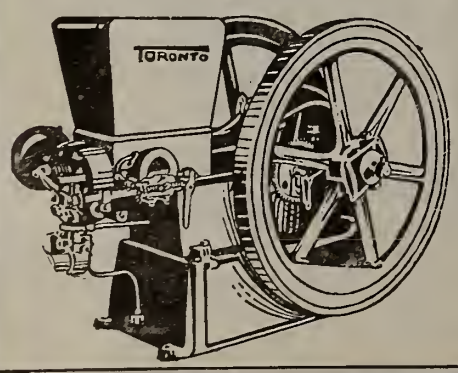
Take a Few Moments NOW—and Write for Our Attractive Dealer Proposition on

ONTARIO WIND ENGINE & PUMP CO. LIMITED
TORONTO
Engines, Saws and Grinders

FARMERS everywhere are recognizing the value of labor-saving equipment on the farm.



The farmers in your community are no exception. With Toronto Engines, Saws and Grinders prominently displayed in your store you will be able to reap a profitable harvest selling them.



Toronto Grain Grinders give the farmer big mill service at small cost right on his farm.

Toronto Engines are wonderful workers. Smooth-running, economical, simple to operate and care for. Run on kerosene or gasoline. They give the farmer more time for producing crops.

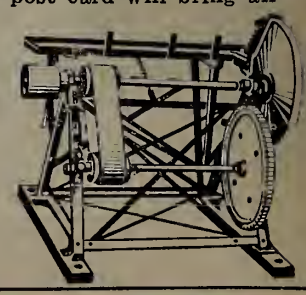
Toronto Saws help the farmer to utilize the waste wood on his farm by turning it into fuel.

Toronto Products are well-known and favorably received from coast to coast. *The "Toronto" Agency will prove a money maker for you.*

All Toronto Products reach a splendid standard of quality. Dealers who handle them are recognized as ones who give honest value for every dollar they receive.

TORONTO
Labor-Saving
Equipment
Engines, Saws, Grinders, Fanning Mills, Pumps, Well-Drilling Machinery, Tanks, Silos, Ensilage Cutters, Stable Equipment.

We have a few desirable Western territories open for energetic dealers. Perhaps yours is one of them. Get in touch with us at once. A post-card will bring an immediate and full reply.



Ontario Wind Engine & Pump Co. Ltd.
(*Western Branch*)
WINNIPEG REGINA CALGARY. Eastern Offices: Toronto and Montreal

fact shows the seriousness with which the Company is entering upon its motor truck enlargement plan and the elaborate scale upon which it is building for the future.

"The buildings of the new plant will embody the improvements of every important modern automobile and motor truck plant in the United States. The Company plans frankly to take advantage of other peoples' experience in building for manufacture on a large scale and to combine this with its own experience covering many years. It is the determination to combine all noteworthy individual merits of America's successful manufacturing establishments into this super-truck-plant in order to make it as nearly perfect as practical and scientific ingenuity can devise.

"In fact, the plans which the Company has been formulating ever since the International Motor Truck first began to demonstrate its popularity is to continue to be able to deliver the best motor truck made regardless of price, and to have the product priced in accordance with honesty and economy of manufacture. The Company's largest manufacturing property and the world's largest motor truck plant has been planned every step of the way with these ends unswervingly in command. The Company recognizes its duty to its dealer and distributor organization and to commercial and agricultural America, and it is that duty which has demanded this unprecedented enlargement in its motor truck campaign."

At its Springfield works the Company will add a new truck to its lines, known as the Model M. Speed Truck. The Springfield works will have exclusive production of this model.

The Model S. International will be a 1,500 pound capacity truck, 115 inch wheel base, equipped with 34 x 5 pneumatic truck cord tires and electric lights and starter. The list price of the chassis will be $1,500 f.o.b. the factory. The Model will be assembled from approved standard units and will have an average speed of from twenty-five to thirty miles an hour. The first sample models are still being grilled ruthlessly by International engineers under the severest carrying and road tests which can be devised for developing strength and disclosing weakness.

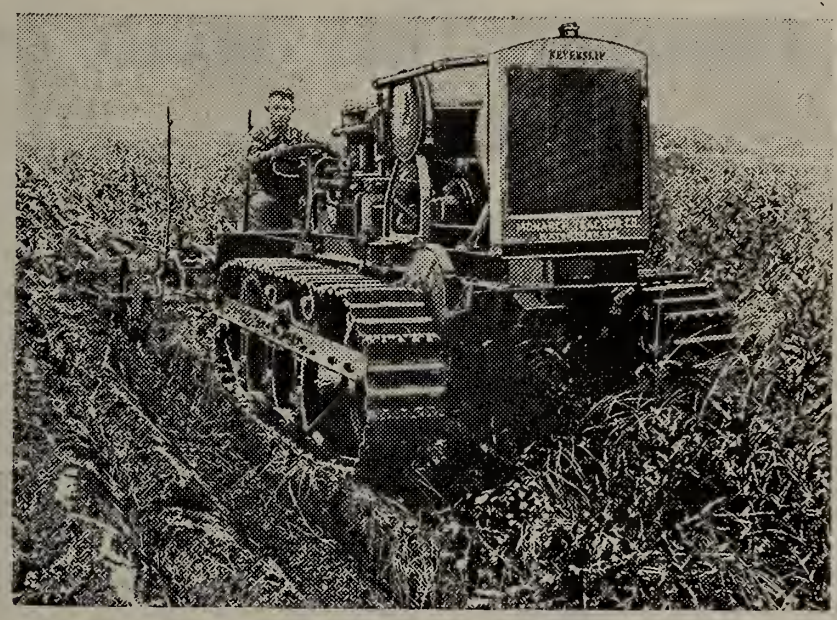
Progress is a slow, steady climb; retrogression is a toboggan.

You can't bring back what you've lost, but you can create something new.

MONARCH NEVERSLIP TRACTORS

THREE SIZES: 16-9 H.P. 20-12 H.P. 30-18 H.P. FOR EVERY FARM USE

STRENGTH



TRACTION

The Monarch has Power to Spare

DEALERS handling MONARCH "Neverslip" Tractors know their customers need not fear the hardest conditions of ground or grade. They know that the principles of MONARCH construction insure its performance up to the full weight of capacity, under every working condition. Confidence in MONARCH power, strength and mechanical excellence helps MONARCH dealers build big, profitable tractor business.

Engine power in a tractor is only valuable in so far as it can be converted into TRACTION. The MONARCH Tracks give an irresistible grip on the ground and utilize the maximum of actual traction for the engine power developed. The tracks are made of wear-resisting Manganese Steel.

For Every Purpose—in Every Season

The motor and transmission on MONARCH Tractors are designed to meet the most drastic tractor requirements. Extra large bearings; slow speed, heavy-duty motors. Ample power for all belt work.

The MONARCH travels over soft, wet or loosc soil, and does the work in early spring when other tractors could not operate. The MONARCH gets in the field first—and stays there even after the snow flies.
The dealer does not make good for the MONARCH—it makes good for itself on every job. In every territory where we are not represented we want an energetic dealer to sell M O N A R C H "Neverslip" Tractors. He must be a man who can handle big, profitable business—for MONARCH tractors sell easily—and stay sold.

If you can qualify, and are ready to assume leadership in your territory—don't wait but write at once for full particulars.

DEALERS:—Get the Monarch "Neverslip" Proposition

Manufactured by

MONARCH TRACTORS, LIMITED, BRANTFORD, ONT.

Western Canadian Distributors:

MONARCH TRACTOR SALES, LTD.

156 PRINCESS STREET WINNIPEG, MAN.

McCLENAGHAN & TAYLOR, Lethbridge, Alta. JONES TRACTOR & IMPLEMENT CO., Regina, Sask.

Canadian Manufacturers Urge Tariff on Tractors

Statistics furnished by the Canadian Reconstruction Association were recently made the basis for a general letter to its branches issued by the Canadian Manufacturers Association. The data given alleges that more than $22,000,000, plus exchange, has gone to the United States for tractors manufactured in that country, thereby building up United States industries and providing employment for United States workers. Moreover, states the letter, the purchase abroad of tractors and other goods which could be made in Canada creates exchange and increases the cost of all essential commodities.

The statistics, as given, state that since February 7, 1918 (when tractors in a certain price class were admitted duty free) nearly 22,000 farm tractors, valued for customs purposes at approximately $22,000,000 have been imported into Canada from the United States without payment of duty. If the normal customs duty and war tax had been collected and if importations had been on the same scale, the federal treasury would have collected more than $6,000,000. As it was, the letter stated, the farmers escaped any contribution to the federal revenues on these purchases, despite the fact that the wheat crop was guaranteed by the government and that government machinery had been employed for its sale, while the farmers received wartime prices for all their products. By remission of duties on farm tractors, the letter declared, additional taxation burdens were placed upon people in the cities and even upon those farmers who were not sufficiently up-to-date to buy farm tractors.

In contrast, continues the communication, if these tractors had been made in Canada employment would have been provided for 10,000 men and at least $10,000,000 would have been distributed in wages.

There is no good reason, the circular declares, why equally efficient equipment could not be made in Canada "if reasonable protection be provided."

Three Threshers That Assure Success

"MOODY"

Note the constructional features and variety of sizes listed below. There is a make of Moody Thresher to meet every demand. Proven clean, fast workers on any crop—they have given entire satisfaction wherever used.

"MOODY VICTOR"

The Moody Victor, 22 x 36, a new machine which we have produced, will hold its own against any individual thresher in use. Equipped with either Langdon or Garden City Feeder, automatic grain register and weigher, etc. In design and construction it stands away ahead of the rank and file of small separators. Ask us for complete information and our attractive sales offer.

"FAVORITE"

We are exclusive distributors in Saskatchewan and Alberta of the "Favorite" Threshers, a line with years of excellent reputation behind it. Made in two sizes, 22 x 36 and 24 x 40. Strongly built, big capacity machines, they are popular and offer you a profitable sales opportunity. Let us tell you about the "Favorite."

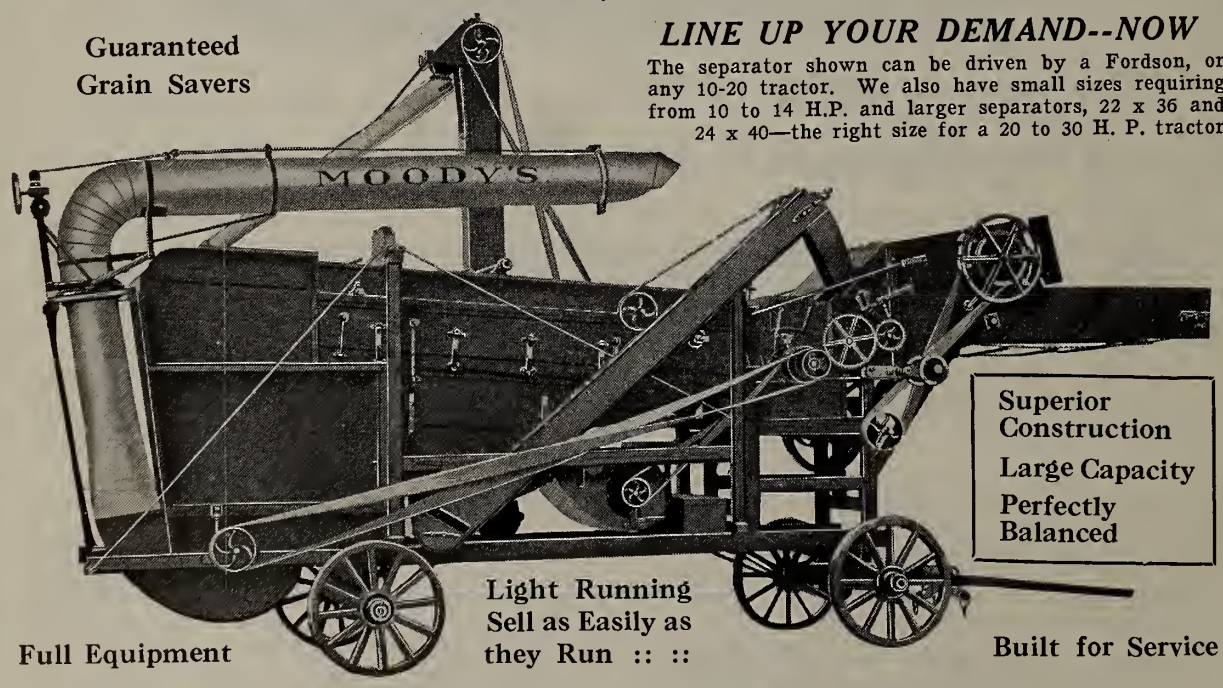
Profit Makers---for Both Dealer and Farmer

MOODY THRESHERS

Guaranteed Grain Savers

LINE UP YOUR DEMAND--NOW

The separator shown can be driven by a Fordson, or any 10-20 tractor. We also have small sizes requiring from 10 to 14 H.P. and larger separators, 22 x 36 and 24 x 40—the right size for a 20 to 30 H. P. tractor



Superior Construction
Large Capacity
Perfectly Balanced

Full Equipment

Light Running
Sell as Easily as they Run :: ::

Built for Service

Efficient Threshing Demands Moody Performance

Dealers handling the Moody have no kicks from customers about wasting grain or poor cleaning. Nor have they complaints about repair outlay. Our threshers do the work quickly, thoroughly, under all conditions. Have remarkable capacity and clean the grain ready for market. Strongly built—they stand the load and get every possible kernel out of the heaviest crop. All weed seeds are bagged separately—an exclusive Moody feature. Cylinder, beater, straw deck, shoe, elevator and wind stacker—every part constructed for long service. There are tractor owners all around you who will want small threshers this fall. Meet that demand and increase your prestige and profits by selling them the Moody.

DEALERS: Write the Nearest Distributor for Full Particulars

ASK FOR CATALOG PRICES AND AGENCY OFFER

Francoeur Bros., Camrose and Edmonton
New Home Machinery Co. Ltd., Saskatoon
Boyd & Ruggles - - - - Regina
Mitchell's Hardware Ltd. - Brandon

Samson Trucks Have Interesting Features

The announcement in this issue that the Samson Tractor Co. of Canada will distribute the complete line of Samson Motor trucks will be of interest to the implement trade. These trucks are especially designed for farm use, being made in ¾ ton and 1¼ ton sizes. Each size is equipped with a body similar to a farm wagon box. The driver's seat is moved well forward so that he sits with his feet at the side of the engine. This gives about two additional feet for the box itself and thus opportunity is given for a more ideal distribution of the weight upon the four wheels. Each truck is equipped with pneumatic tires, and is of strong, durable construction.

One of the most interesting features of the Samson trucks is their extension rims and demountable cleat bands which enable the trucks to work in the field and on rough roads as well as on good roads. The trucks can be used without the extension rims where conditions will permit, but in field conditions where the wheels tend to sink, the extension rims can be attached. When the tires tend to sink below the surface the weight of the load is brought upon the steel extension rims. Then, if sufficient traction is not had, demountable cleat bands can be quickly attached to the extension rims on the rear wheels. The design of these rims and cleat bands is new. They not only help carry the load where the surface is soft but also preserve the tires under conditions which heretofore were severe for pneumatic tire use. The bands can be attached very quickly whether or not the truck is loaded and the adjustment of only two bolts per wheel holds these bands firmly in place on the rear extension bases.

Dunlop Thresher Belts Protect Your Profits . .

AS a Belt Buyer you are not so much interested in the technical features, which go to make up a successful belt, as you are in the benefit of those features—to realize full value for the money you spend.

We, of course, are naturally interested in both.

"Gibraltar RedSpecial" Belting is a tangible expression of our interest.

It shows by its performances just how we consider your interests when you buy a product of Dunlop manufacture.

It's not enough to let it go out of our plant looking good—it must act well and serve well and economically; in other words, show a good dividend on the investment you make.

Take long-thread tough cotton, carefully woven and impregnated with a high-grade rubber friction, build it up, ply upon ply, and cure and stretch it the Dunlop way—then you have "Gibraltar Red-Special."

It's a Thresher Belt built to deliver.

Its stretch is practically nil—because of the way it is made.

It won't slip because of its frictioned-surface, which gives great clinging power.

"Hercules" is a high-grade belt in the rubber-covered, stitched type.

DUNLOP Tire & Rubber Goods Company,

Head Office and Factories: Toronto Limited

These Branches will look after Your Needs:—

WINNIPEG: Canada Block, 354 Donald Street. REGINA: 1437 Rose Street
SASKATOON: 258 Third Avenue South. EDMONTON: Cattistock Block, 10517 Jasper Ave.
CALGARY: N.E. Corner 4th Street West and 11th Avenue

Makers of High-Grade Tires, Hose and Packings for All Purposes

Beatty Bros. Will Build at Regina

It is announced that Beatty Bros., Fergus, Ont., manufacturers of washing machines, pumps, barn equipment, etc., will build a $60,000 plant in Regina from which to distribute their lines to the Southern and Central Saskatchewan trade.

Killing Potato Bugs by Machinery

It looks as though the hard working potato bug is to meet with a crushing finale to his hectic career. Farm Implement News reports that two dealers at Waupeca, Wis., have designed a machine to exterminate the potato bug. This device comprises a set of rapidly rotating brooms set directly over the plant row. These brush the bugs from the plant into pans, 8 inches wide and 4 feet long, suspended at both sides of the frame. A conveyer carries the bugs into a small crusher and the bugs are deposited into the earth as fertilizer.

Rubber Tired Tractors

The average dealer thinks of rubber tired tractors as an outfit that might be used in the city or industrial plant but not in the country. Yet F. E. Parker, a highway commissioner in Wisconsin has found his Case 15-27 equipped with rubber tires a profitable outfit. He says:

"I used my Case rubber-tired tractor all the season, hauling crushed rock. I hauled from the same pit with a tractor, a four-wheel drive truck, and teams of horses. One job was over a macadam road a mile and a half long with a bad hill coming out of the pit. The tractor made six trips a day, hauling 15,000 pounds a trip, or 90,000 pounds a day. The truck made thirteen trips a day hauling 6,000 pounds per load, or 78,000 pounds a day. The teams made six trips a day with 6,000 pounds to a load, or 36,000 pounds a day.

Big Field for Home Equipment

In every agricultural territory there is a great potential demand for washing machines, water systems and lighting plants. The U. S. department of agriculture, for example, reports that 96 per cent of the farm women of the United States do their own washing; that only half of them have washing machines; that the average working day for farm woman is 11.3 hours; in summer it is 13.12 hours.

Only 40 per cent of the women have water in their homes, the report shows. The remainder must carry water from springs or outside pumps. Seventy-nine per cent have kerosene lamps to trim and fill.

Canada's Import Duties

The total value of all free importations into Canada during the fiscal year ended March 31st, 1920, was $370,872,966.

The total value of all dutiable importations into Canada during the same period was $693,643,211.

The total amount of duty collected during the said year was $187,520,613.

Included in the foregoing is the customs war tariff duties, which, for the said year, amounted to a total of $31,369,296.

The average rate of duty, including the war tariff, on all dutiable importations was 27.03 per cent over the same period.

The average rate of duty on all dutiable importations, less the customs war tariff collections, was 22½ per cent.

The average rate of duty, including the war tariff, on all importations, free and dutiable, for the same period, was 17.61 per cent.—Industrial Canada.

Hart-Parr House Organ

We recently received the initial copy of "Hart-Parrtners", the new shop house organ of the Hart-Parr Company, Charles City, Iowa. The name of this interesting publication was chosen by the Hart-Parr employees from 52 names submitted by workers in the shops. With bright, pithy articles on shop matters and the production of the organization, this new paper should be of value in binding together the Hart-Parr family at the big factories at Charles City. Good luck to this infant publication of the pioneer tractor plant.

Hyatt Analyse Farm Labor Problem

The Hyatt Roller Bearing Company, Chicago, announces that the next five or six issues of their publication, "The Tractor Tract" will be devoted to a discussion of the farm labor problem. Much data has been collected through their close contact with the field. The subject will be treated from a constructive viewpoint and concrete suggestions will be submitted.

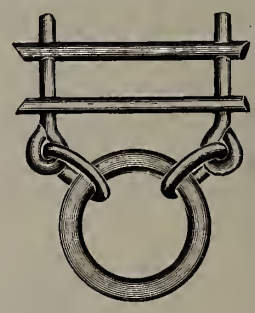
GREGG Wagon Hardware

For Eveners, Neckyokes, Wagon Poles, Wagon Boxes, etc. Mean Profits for You and Service for Your Customers

Whiffletree Ferrules and Hooks

A COMPLETE LINE, Including

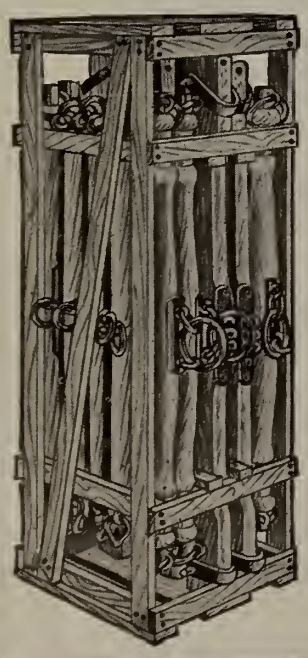
CENTER CLIPS—Welded with rings.
SINGLETREE HOOKS—Both large and small size.
WHIFFLETREE FERRULES AND HOOKS—to pull either direct from ferrule or to pull over ferrule and whiffletree.
NECKYOKE CENTER IRONS—3¼ and 3½ inches diameter.
EXTRA PLATES FOR NECKYOKE CENTERS.
NECKYOKE END IRONS—from 1¼ to 1¾ inch diameter; rings 3-inch diameter.
SINGLETREE STRAPS—7-16, ½ and 9-16 round, also singletree loop straps and full straps.
WAGON BOX STRAPS—straight or hooked patterns; lengths from 10 to 20 in. straight; hooked, 14 to 19¼ inches.
WAGON SIDE BRACES—lengths 12 to 16 inches ⅝ diameter.

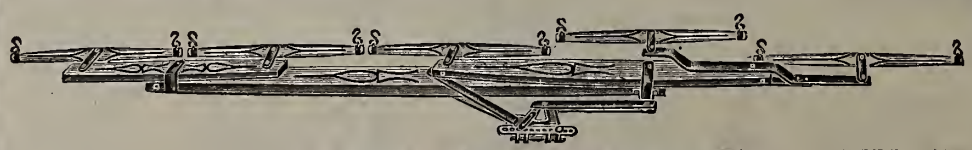


Neckyoke Center Irons

SELF CENTERING WAGON BOX RODS—with plain nuts and washers, for narrow or wide track wagons.
WAGON BOX RODS—complete with handle, nut and washer, for either narrow or wide track wagons.
STEEL WAGON WRENCHES.
SEAT HOOKS, WAGON BOX STAPLES, SCREW PIN CLEVISES, SCREW PIN STAY CHAIN CLEVISES, WELDED RINGS, Etc.

Wagon and Implement Woods





FIVE-HORSE GANG PLOW EVENERS

Ask Your Jobber for Gregg Goods

COMBINED TWO AND THREE-HORSE EQUALIZERS

Hitches to meet Every Haulage Necessity

We also manufacture a full line of: Plow Eveners, Wagon Sets, Wagon Neckyokes and Singletrees, Wagon and Plow Doubletrees, Crated Sets of Steel-Clad Wagon Singletrees, Eveners and Neckyokes; 3 and 4-Horse Hitches, 5 and 6-Horse Tandem Eveners, Etc. Your Jobber carries them.

Gregg Manufacturing Company, Ltd.
Winnipeg, Man.

Fleury & Sons Add to Plant

J. Fleury & Sons, of Aurora, Ont., are making arangements for the erection of a large building to their moulding shop just as soon as possible. Their original intention was to go ahead with it this spring, but the demands of their growing business made it imposible to get it ready in time. The completion of this proposed addition will make it possible for them to very materially increase their present output.

Eastern Canadian Tractor Demonstration

A plowing match, tractor and farm machinery demonstration is to be held on the Macdonald College Farm, Quebec, on October 12, 13 and 14. It is expected that the demonstration will be even more successful than the 1919 demonstration, which was held at Ottawa.

Moline Man in West

A. C. Todd, of the export department of the Moline Plow Co., Moline, Ill., was a recent visitor to Winnipeg where he spent a few days with the Stewart Sheaf Loader Co., which concern handles the Moline Universal Tractor in this territory. Mr. Todd states that the Moline factories are very busy taking care of a phenomenal demand for the many lines they manufacture. He went west and spent a few days at the Regina Fair before returning to Moline.

Brandon Concern Expands

The Townsley Manufacturing Co., Limited, manufacturers of lightning arresters, ventilators and barn equipment, Brandon, Man., are increasing their capital in order to enlarge their plant, as they are finding it too small for their requirements. They have sold sufficient stock to enable them to start immediately on the enlargement.

Incorporated in Ontario

The Sharples Milker Company, which is incorporated in the State of Pennsylvania, has been licensed to manufacture dairy machinery and apparatus in Ontario. This company will manufacture and market the Sharples Milker, a machine well known to the Canadian trade.

Famous One Bolt Clamp on BT Steel Stalls

Steel BT TIME SAVER Stalls

NO steel stall is stronger than the clamps. If the clamps break or slip, the stall is weakened at once. The patented one bolt clamp on BT Stalls is made of malleable iron. It will not crack or break. It cannot slip because a solid ½-inch bolt goes right through both clamp and tubing. The clamp does not depend on friction. There is only one bolt to tighten.

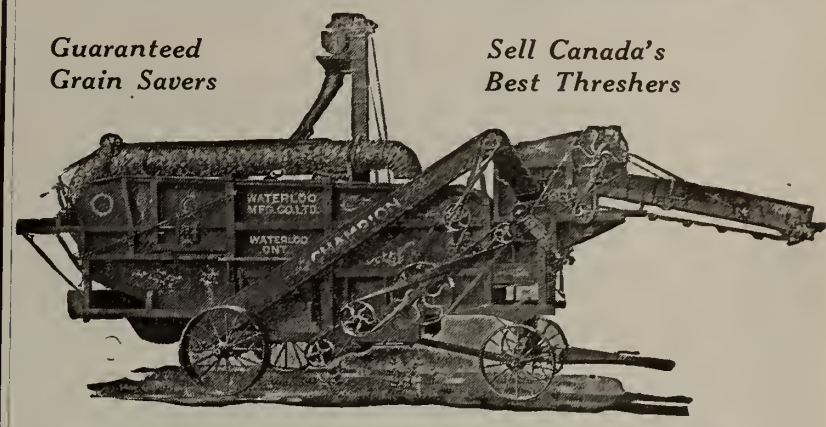
BEATTY BROS. LIMITED

Vancouver, B.C. Fergus, Ont. Montreal, Que. London, Ont. Edmonton, Alta. St. John, N.B. London, Eng. Winnipeg, Man.

"WATERLOO" Champion Separators

Guaranteed Grain Savers

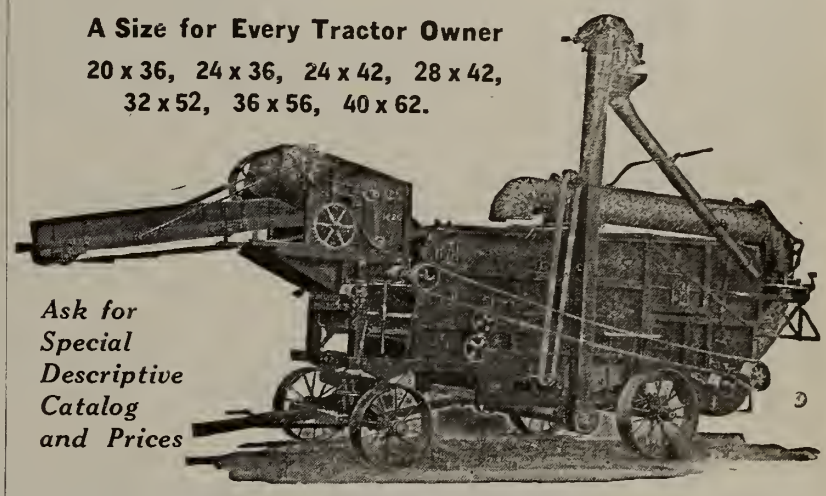
Sell Canada's Best Threshers



Meet the Demand for Quality Work

A Size for Every Tractor Owner

20 x 36, 24 x 36, 24 x 42, 28 x 42, 32 x 52, 36 x 56, 40 x 62.

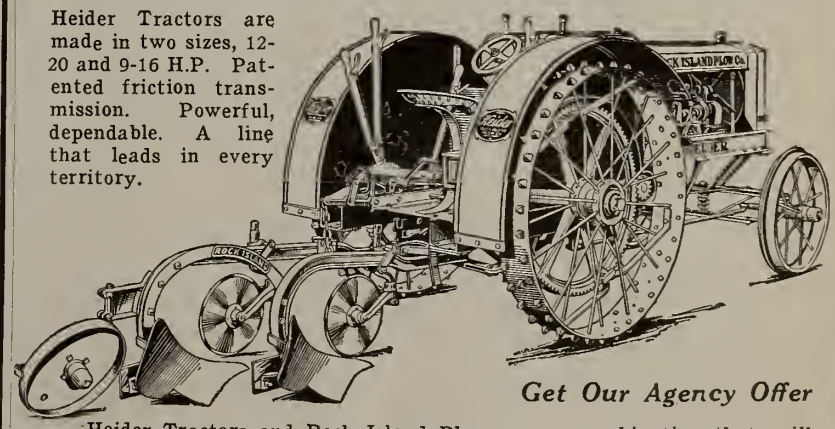


Ask for Special Descriptive Catalog and Prices

For fast, clean threshing, "Waterloo" Champion Separators are a line that assures satisfaction to the farmer and added prestige to the dealer. They are moneymakers and job takers for the thresherman. Smaller sizes are ideally suited for owners of light and medium weight tractors. Built for hand feed or self feed without change, also for straw carrier or wind stacker. The three larger sizes have 16 double-bar cylinders; the other sizes 12 double-bar. From cylinder to cleaning shoe, throughout they are Canada's standard of perfection in thresher design, and have led in sales and satisfactory service for nearly 35 years.

Heider Tractors—Rock Island Plows

Heider Tractors are made in two sizes, 12-20 and 9-16 H.P. Patented friction transmission. Powerful, dependable. A line that leads in every territory.



Get Our Agency Offer

Heider Tractors and Rock Island Plows are a combination that will bring you profitable business this fall. For great surplus belt power the Heider is a winner. Rock Island Plows, with the famous front wheel lift, are made in 2, 3 and 4-furrow sizes; equipped with CTX Bottoms. Ask for full details.

We Handle: Kerosene Tractors, Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, Threshers' Supplies, etc.

THE WATERLOO MANUFACTURING COMPANY, LIMITED

REGINA PORTAGE LA PRAIRIE SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

Across the GREAT LAKES

From Fort William and Port Arthur through the locks at the Soo.—To Port McNicoll, on the luxurious Canadian Pacific steamers:

ASSINIBOIA - KEEWATIN

A trip which provides a rest and relaxation in hot dusty weather and gives a new lease on life.

GREAT LAKES SPECIAL

leaves Winnipeg 10.45 p.m. Tuesdays and Fridays direct to the ship's side at Fort William.

Call, phone or write to-day for particulars and reservations.

Any Agent of the
CANADIAN PACIFIC RAILWAY

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

B. Bros., Man.—The "Foos" gas engine is manufactured by the Foos Gas Engine Co., Springfield, Ohio. To secure repairs write to the nearest distributor, the Power Equipment Co., 212 Third Ave, North, Minneapolis.

R. G., Man.,—The Melotte cream separator is distributed in Western Canada by the R. A. Lister Co., Wall St., Winnipeg. They can supply you with the necessary repairs.

E. S., Man.—Humming Bird threshing machines are manufactured by Woods Bros. Thresher Co., Des Moines, Iowa. For parts, address Woods Bros. Thresher Co., 126 Third Ave. North., Minneapolis.

L. W., Man.—Part D25 N is for a plow manufactured by the Hapgood Plow Co., Alton, Ill. Write the factory direct for repairs.

H. A., Man.—We regret that we cannot trace the manufacturers of the "Carnegie" mowing machine. Does any subscriber know where this mower is made and if repairs are available?

W. C. R., Alta.—Binder part No. 1927 is for a "Champion" binder, as made by B. F. Avery & Son, Louisville, Ky. You can probably secure this repair from the Calgary or Edmonton branch of the International Harvester Company.

W. P., Man.—Your enquiry in last issue. Engine with connecting rod F101, governor ball weight F37, etc., is a 4 h.p. "Toronto" engine. You can obtain the necessary repairs from the Ontario Wind Engine & Pump Co., Regina.

J. M. & Son, Man.—The Buffalo-Pitts separator is made by the Buffalo-Pitts Co., Buffalo, N. Y. You can procure repairs from the nearest distributors, the Wagner-Langemo Co., at 418 North First St., Minneapolis. Plow with parts 574, 575, 577, etc., is an old style "Kingman" plow. The Kingman line is now obsolete. You may possibly be able to secure the required parts by writing Messrs. Martin & Kennedy, Kansas City, Mo.

C. L. W., Man.—You can get repairs for the Bull tractor from the Northern Implement Co., Water St., Winnipeg.

L. G. W. Co., Sask.—So far as we know, there are no repairs available for Judson grinders. The line is no longer manufactured. The trustee of the estate reports that no repairs for this line are available.

J. H. H., Sask.—For repairs for the Moody mowing machine, write direct to the factory. Address M. Moody & Sons, Terrebonne. Quebec.

T. H. S., Sask.—Repairs for the "American" cream separator can only be had from the American Cream Separator Co., Bainbridge, New York.

S. J., Man.—Grease cups, B446, for disc harrow, are for an International 20-inch disc. Write the International Harvester Co., Winnipeg, for parts.

G. W. G., Sask.—The following are the leading manufacturers of magnetos: Webster Electric Co., Racine, Wis.; Kokomo Electric Co., Kokomo, Ind.; American Bosch Magneto Corp., Springfield, Mass.; Splitdorf Electrical Co., Newark, N. J.; K-W Ignition Co., Cleveland, Ohio; Atwater-Kent Mfg. Co., Philadelphia, Pa.

J. H. T., Sask.—Part B776 is the upper half bearing box, end, for pipe standard on an "Economy" disc harrow manufactured by the Moline Plow Co., Moline, Ill. You can obtain part from the John Watson Mfg. Company, Chambers St., Winnipeg, who carry a complete line of Moline repairs.

R. S. L., Alta.—You can procure repairs for a Bowsher sweep mill from Lindsay Bros., Minneapolis. The machine is manufactured by the N. R. Bowsher Co., South Bend, Ind.

D. M., Alta.—For repair parts for distributor for a Teagle high tension magneto, write the Teagle Company, Cleveland, Ohio.

L. A., Sask.—Plate for feed cylinder marked H140 is for a grinder made by the Bauer Bros. Mfg. Co., Springfield, Ohio. Write direct for repairs.

W. H., Man.—A new wheel for an Iron Age Cultivator can be procured from the Bateman-Wilkinson Co., Toronto, who handle this line in Canada. The Gamble tractor hitch is manufactured by J. W. Gamble, Boone, Iowa.

Canada's Farm Lands

The value of the occupied lands of Canada averages about $52 per acre, as against $40 before the war, an increase of 30 per cent. The annual value of field products, according to the last census statistics was about one and one-half billions. There are 730,000 farms under cultivation in Canada. Two-thirds of these are located in Eastern Canada, and one-third in the West. The size of the farms in the Canadian West are, however, much greater than in Eastern Canada.

Don't waste your time over detail that a clerk can see to. It doesn't pay you.

PACIFIC COAST

Canadian National Railways

"THE NATIONAL WAY"

EASTERN CANADA

YOUR SUMMER VACATION

WHETHER IT BE TO THE PACIFIC COAST OR EASTERN CANADA, TRAVEL CANADIAN NATIONAL—THE RAILWAY THAT GIVES JUST THAT EXCELLENCE OF SERVICE WHICH THE MOST FASTIDIOUS TRAVELLER OF THIS COUNTRY DEMANDS. NOTHING MATERIAL THAT MAKES FOR COMFORT AND ENJOYMENT OF A TRANSCONTINENTAL JOURNEY IS LACKING.

PACIFIC COAST

FIRST CLASS **Round Trip Tickets to**

VANCOUVER, VICTORIA, SEATTLE, TACOMA, PORTLAND, SAN FRANCISCO, LOS ANGELES.

On Sale Daily
Up to SEPT. 30 Return Limit OCT. 31, 1920

See JASPER and MOUNT ROBSON
En Route—Daily Trains

EASTERN CANADA

ALL RAIL and LAKE AND RAIL to
TORONTO, HAMILTON, OTTAWA, MONTREAL, QUEBEC, ST. JOHN and HALIFAX.

Boat Trains six days a week from Winnipeg, connecting with Steamers at Port Arthur and Duluth.

CHOICE OF ROUTES EAST
Daily Trains via Cochrane
Mon., Wed., Fri. via Port Arthur

Your trip East. Have your travel plans include a few days at the Grand Beach Resort Hotel, on Lake Winnipeg, or Minaki "Inn," the beautiful Resort Hotel, 115 miles east of Winnipeg, or at the "Port Arthur" Hotel, at Port Arthur, Ont.

For information as to Stopovers, Train Service, Fares from this district, apply Local Agent, or write—
PASSENGER TRAFFIC DEPARTMENT, Winnipeg, Man.

CANADIAN NATIONAL RAILWAYS

Buying Two Barrels A Year

THE average tractor owner uses two barrels of lubricating oil a year for plowing, discing, cultivating, harvesting, threshing and other belt jobs. The average automobile owner uses about one-third of a barrel. It will pay you to develop your tractor oil business with farmers.

The first essential is a good product. Sell Imperial Polarine Tractor Oils. There are three grades—Imperial Polarine Kerosene Tractor Oil, Imperial Polarine Kerosene Tractor Oil Extra Heavy, and Imperial Polarine Heavy.

From these three grades can be selected a suitable grade for any tractor. The Imperial Chart of Recommendations shows the grade recommended for each machine.

Imperial Polarine Tractor Lubricants save high fuel and repair bills, assure minimum wear on bearings and give *thorough lubrication.*

Build your lubricating business on the rock of permanence—on Imperial Lubricants.

Sold in four gallon, sealed lithographed cans, half-barrels and barrels.

IMPERIAL OIL LIMITED

Power ~ Heat ~ Light ~ Lubrication

Branches in all Cities

GD

Push Grand Detours Now

GRAND DETOUR PLOW COMPANY 1837

THE wise dealer plans ahead. He knows that fall plowing isn't far off—he's pushing his plow sales now.

It's easier to sell high-grade implements now than ever before, for the power-farmer is a man of vision, quick to see the merits of tools that save time, save labor and produce bigger crops.

Push Grand Detour Plows! They do a fast, thorough job—keep the farmer caught up, give him more time for odd jobs and necessary trips to town.

Every Grand Detour Plow you sell means a good profit and a "repeat" trade that helps make your store "power farming headquarters" for your whole territory.

Grand Detour Plows have been honestly built for 83 years. This year they're better than ever. Write today for full particulars.

J. I. CASE THRESHING MACHINE CO., Inc.
DIXON, ILLINOIS
Grand Detour Plow Division *Established 1837*

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works Co.

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Racine, Wis. *and all branches*
AVERY CO., Peoria, Ill. *and all branches*
ADVANCE-RUMELY THRESHER CO., Inc., La Porte, Ind. *and all branches*

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 9 WINNIPEG, CANADA, SEPTEMBER, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

Wheat Acreage and Production

ACCORDING to the Bureau of Statistics, Ottawa, the estimated area sown to wheat in the three prairie provinces this year was 15,771,000 acres. This is a decrease of 10 per cent against last year's record when there were 17,750,167 acres.

If you need financial assistance to put more acres under cultivation, talk it over with our local branch manager.

As the pioneer bank of Western Canada we are bankers for the United Grain Growers, the United Farmers of Alberta, and the Saskatchewan Co-operative Elevator Company.

UNION BANK OF CANADA

HEAD OFFICE : : WINNIPEG

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corpn., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

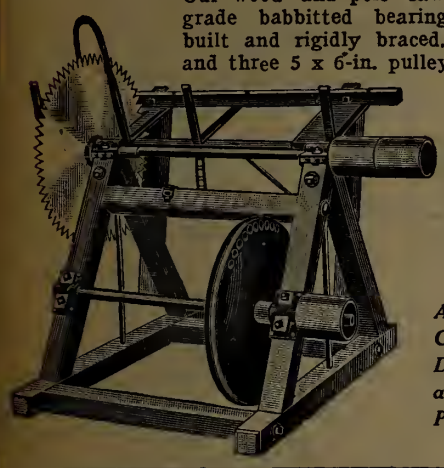
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Watson's Hardwood Frame Saws and Roller Crushers



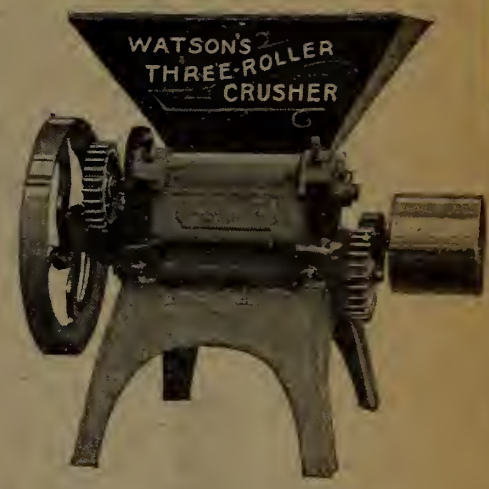
Our wood and pole saws have solid steel shafts and high grade babbitted bearings. Hardwood frame is strongly built and rigidly braced. Heavy, solid, balanced fly-wheel and three 5 x 6-in. pulleys. Complete saw mandrels supplied separately if desired, also blades in all sizes. Lay in a stock—now.

We Also Handle

Harrows, Feed Crushers, Pump Jacks, Horse Powers, Wheel Barrows, Sleighs Grinders, etc.

Ask for Complete Details and Prices

WATSON'S 3-ROLL GRAIN CRUSHERS are a line the dealer will find in big demand. The grain is fed to three grooved rollers, running at different speeds. Fineness of work quickly regulated by set screws. Strong iron frame; heavy fly-wheel. Pulley furnished as regular euqipment. Rolls, 12 x 6 inches. Power required, 6 H.P. and over.



John Watson Mfg. Co. LIMITED

311 CHAMBERS ST., WINNIPEG, Man.

FITTED PLOW SHARES

Shares Stocked at Regina for every make of Plow

PLACE YOUR ORDER TO-DAY

HARROW TEETH PAINTED AND VARNISHED
EVENER WOODS PLOW HITCHES WAGON SETS

CHRISTIANSEN IMPLEMENTS

Land Packers, Mulchers, and Plow Harrows

The House of Quality *We Ship Daily*

Write for Latest Catalogue

Western Implements Limited

1434 Broad Street North Regina, Sask.

"I Will Insure Next Year"

Very few men deliberately refuse to carry Life Insurance. In nine cases out of ten the man whose life is unprotected believes in Life Insurance, intends to insure—but procrastinates. "I will insure next year," he says, forgetting that if only one could count upon "next year" there would be no need for Life Insurance.

The Great-West Life Policies are issued on terms so attractive that there can be no sound reason for anyone to delay taking out a Policy. Plans are available to meet every need and circumstance, and premiums may be paid annually, half yearly, quarterly, or monthly, to suit the convenience of the insured.

Ask for personal rates—giving date of birth.

THE GREAT-WEST LIFE ASSURANCE CO.

DEPT. "P 16"

HEAD OFFICE - WINNIPEG

Selling repairs for a tractor eighteen years old

Among the repair orders for old tractors received this year by Hart-Parr Company was one for the fourth tractor we ever built—a 17-30 type, built in 1902. The order came from a dealer at Kennedy, Minnesota.

There are Hart-Parr tractors in use today that were built before any other manufacturer had yet marketed a successful gas tractor. Wherever you find one of these old Hart-Parrs you find a Hart-Parr booster—they're helping dealers to sell the Hart-Parr 30 today.

The old Hart-Parrs were good—the new Hart-Parrs, backed by our twenty years of experience, are better.

Some desirable territory still open. Write for our dealer proposition.

HART-PARR COMPANY

Founders of the Tractor Industry

403 Lawler Street, Charles City, Iowa

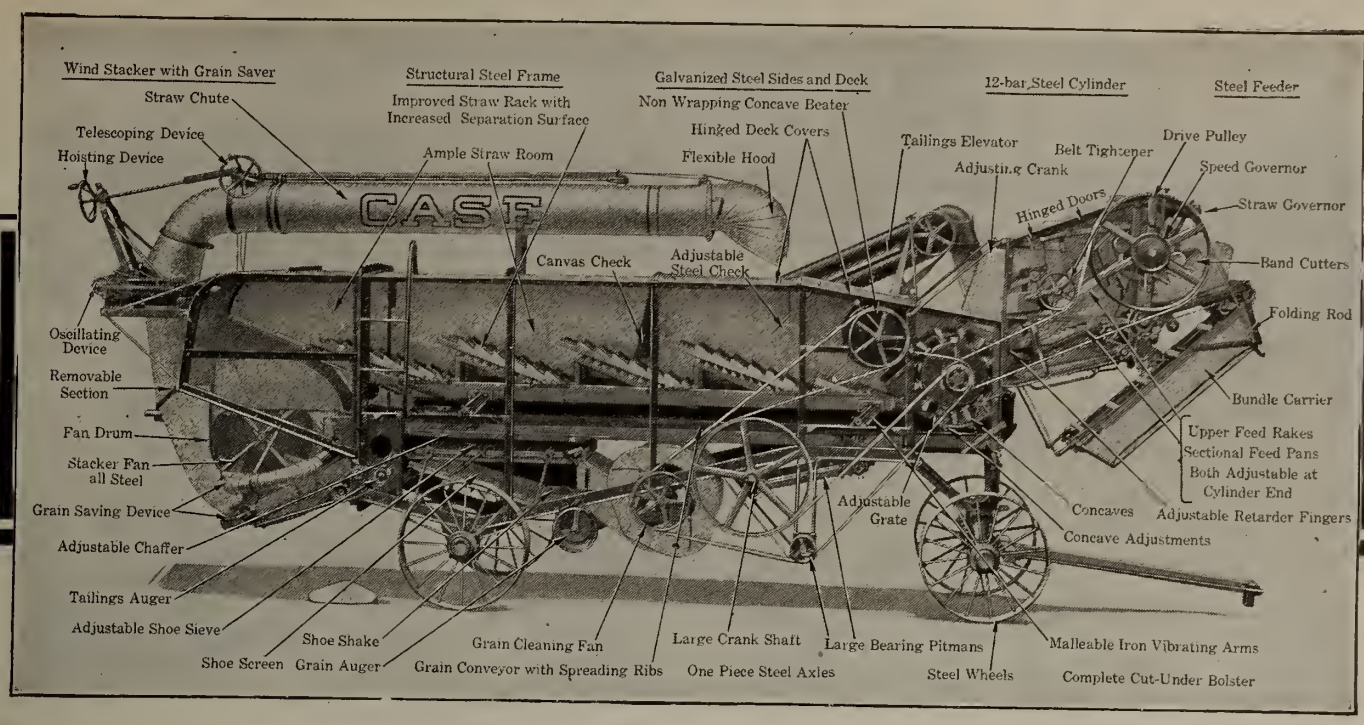
Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today. The great grand-daddy of all Tractors was old Hart-Parr No. 1, built in 1901.

Plenty of Flexible Power for Belt Work

A POWERFUL STURDY THREE-PLOW KEROSENE TRACTOR

HART-PARR 30

BUILT BY THE FOUNDERS OF TRACTOR INDUSTRY



Sectional View Case Thresher 12 bar Cylinder Type

Case Threshers
Galvanized, Steel-built

Case Tractors
Kerosene or Steam

MANY a tractor owner is a logical prospect for the purchase of a Case Thresher of suitable size.

Case Threshers are built to meet the requirements of the farmer who threshes as part of his farming, or the thresherman who wants a rig of great capacity. There are six sizes, ranging from the 20x28, for the large farm or group of small farms, to the 40x62,—suitable for custom threshing on a large scale. Case galvanized, steel-built, grain-saving threshers are made in the following sizes: 20x28, 22x36, 26x46, 32x54, 36x58 and 40x62.

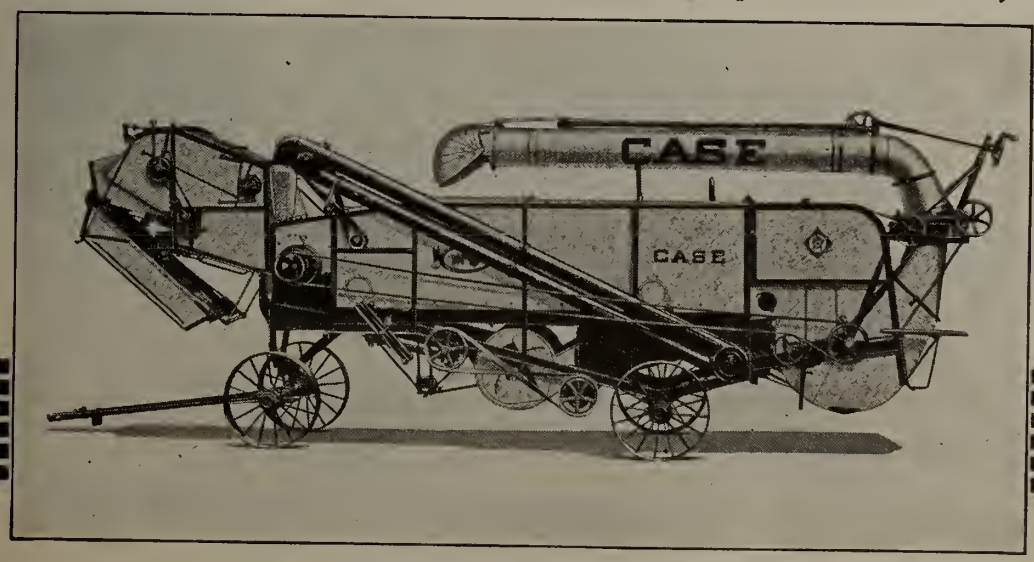
All sizes of Case Threshers may be equipped with Case feeders, wind-stackers and grain handlers. All will thresh, separate, clean and save all grains and seeds.

Send for catalog giving detailed information regarding Case Galvanized, Steel-built Threshers, Case Kerosene Tractors, Case Steam Tractors, and other power farm machinery, and study their many points of superiority. Now is a good time for you to consider a Dealer's Agreement for next year. Your inquiry is solicited.

Look for the EAGLE Our Trade Mark

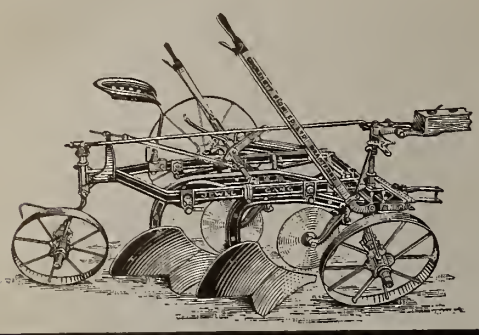
To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

J. I. CASE THRESHING MACHINE COMPANY
(INCORPORATED)
Dept. M-9 **Racine, Wis., U. S. A.**
Making Superior Farm Machinery Since 1842

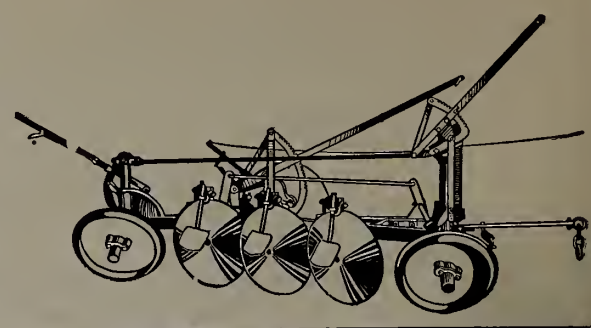


Case Thresher 12 bar Cylinder Type

CASE
TRADE MARKS REG U.S PAT OFF. AND IN FOREIGN COUNTRIES
THRESHING MACHINES



Good farming and good crops start with good plowing. Your customers this fall will want



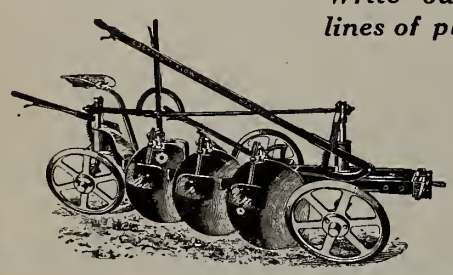
COCKSHUTT PLOWS

THEY'RE the most up-to-date plows built—with a wide variety to choose from either for use with horses or tractor. Built especially to suit Western Canada conditions.

Cockshutt "Jewel" Gangs and Sulkies are very popular. Bottoms are raised or lowered by a foot lever. Easily operated and an inexperienced man can equal the work and make better time than an expert with an ordinary plow. Bottoms stay in ground and plow to a uniform depth. Other popular plows are: "Beaver" "Simplex" and "JGC."

Cockshutt Tractor Plows are leaders everywhere. Their reputation has been built on the splendid service they have given to their owners. You can get them in either moldboard or disc types and from a 2 furrow size up to 12 furrow. Moldboard plows fitted with either stubble or breaker bottoms.

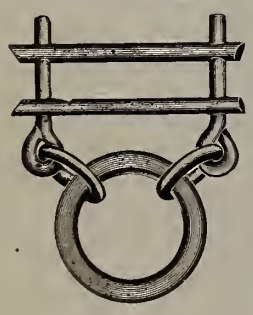
Write our nearest branch to-day for full particulars of the Cockshutt lines of plows for fall work. They're quick sellers and make firm friends.



Cockshutt Plow Co. Ltd.

WINNIPEG REGINA SASKATOON
CALGARY EDMONTON

Gregg Wagon Hardware for Fall Trade



Neckyoke Center Irons

Now is the Time to Order a Stock

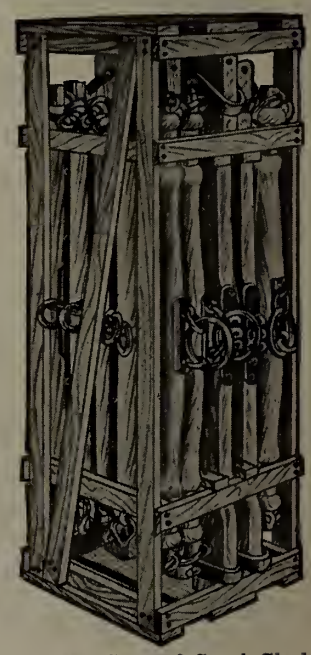
A COMPLETE LINE, Including:

CENTER CLIPS—Welded with rings.
SINGLETREE HOOKS—Both large and small size.
WHIFFLETREE FERRULES AND HOOKS—To pull either direct from ferrule or to pull over ferrule and whiffletree.
NECKYOKE CENTER IRONS—3¼ and 3½ inches diameter.
EXTRA PLATES FOR NECKYOKE CENTERS.
NECKYOKE END IRONS—From 1¼ to 1¾ inch diameter; rings 3-inch diameter.
SINGLETREE STRAPS—7-16, ½ and 9-16 round, also singletree loop straps and full straps.
WAGON BOX STRAPS—Straight or hooked patterns; lengths from 10 to 20 inches straight; hooked, 14 to 19¼ inches.
WAGON SIDE BRACES—Lengths 12 to 16 inches ⅝ diameter.

Whiffletree Ferrules and Hooks

SELF-CENTERING WAGON BOX RODS—With plain nuts and washers, for narrow or wide track wagons.
WAGON BOX RODS—Complete with handle, nut and washer, for either narrow or wide track wagons.

STEEL WAGON WRENCHES.
SEAT HOOKS, WAGON BOX STAPLES, SCREW PIN CLEVISES, SCREW PIN STAY CHAIN CLEVISES, WELDED RINGS, Etc.



Crated Sets of Steel-Clad Wagon Singletrees Eveners, and Neckyokes

GREGG WAGON AND IMPLEMENT WOODS—IN BIG DEMAND

In materials, tough endurance and lasting service, as well as excellent finish, they are Canada's leading line. We carry one of the largest stocks of selected hardwoods in the Dominion. Paint and varnish cover no imperfections in Gregg Woods. When you sell a farmer a Gregg set you create a satisfied customer and secure repeat orders. Show a set on your wall—you'll find it pays.

COMBINED TWO AND THREE-HORSE EQUALIZERS

FIVE-HORSE GANG PLOW EVENERS

All Leading Jobbers carry our Lines. When you order, specify "GREGG" Goods, and accept no substitute. It pays to handle only the best.

Gregg Manufacturing Company, Limited

Winnipeg : : Man.

CANADIAN FARM IMPLEMENTS

Vol. XVI.,, No 9 WINNIPEG, CANADA, SEPTEMBER, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year. $1.00 / Per Copy. 10c.

The Dealers' Freight Troubles and Their Solution

In the retail farm machinery business, especially in these times when help is restricted and often inexperienced assistants must be employed, the consideration of a few fundamental principles connected with the shipment and receipt of goods will do much to eliminate worry in connection with freight business. At the outset, it may be advisable to consider the relationship of the consignee and the railway.

The total monetary loss to railways caused by goods being damaged, lost or delayed in transit, has been accurately accounted year by year, but there is a further loss in this connection which has not been, and never will be, accurately estimated, and that is the losses in money, time, temper and goodwill caused by the fact that many consignees have no clear idea of the proper action to take in the matter of goods damaged, lost or delayed in transit. By taking hasty and improper action, or no action at all, the consignees may cause loss to themselves and to shippers, and, incidentally, risk the disturbance of mutually pleasant relations with their wholesale distributors.

With a view to reducing these losses in the farm machinery and equipment trade even by a small per cent would it not be a happy thought to bear in mind such salient points as the following:

When goods are sold ex-warehouse, Winnipeg, the shipper's responsibility for the safety of the goods legally ceases when the goods are delivered to the drayman at the shipper's warehouse door, or are loaded in a car on his siding. The railway company is then responsible **to the consignee** for the safety of the goods until delivery is made to him, and he gives his receipt for the goods as being received in good condition.

Points to Observe

When the goods arrive at the station of destination, consignee should check the goods with his bill of lading, and if there is any shortage or damage he should insist that the railway agent make notation in writing of the shortage or damage on both the freight receipt and the expense bill, before he signs the receipt or pays the freight charges. The agent can be legally compelled to do this, and usually he is quite willing to do it.

If a drayman acts as the consignee's proxy, the drayman should receive strict instructions to follow this procedure. Should the consignee or his proxy give the railway company a clear receipt when there is shortage or damage, it is just the same as giving a receipt for money which has not been paid, and furthermore, it is practically impossible to collect any subsequent claim.

Goods Damaged in Transit

It often happens that when goods arrive damaged, particularly in the case of a large article, such as a machine of any kind, the consignee will refuse delivery. **This is a wrong procedure.** The consignee should take delivery, after observing the necessary precautions, as the railway agent's written acknowledgment of the damage fully protects the consignee, and the total amount of the damage can be collected from the railway company. If the consignee does not feel equal to collecting the amount, the shippers **will collect it for him**, provided he sends them his expense bill, and will credit his account with the amount as soon as it is collected. Also, if necessary, shipment can be duplicated and any excess charges in connection with the duplication are included in the claim to the railway.

Goods Not According to Order

It sometimes happens that goods are shipped in error. A customer may cancel his order and the cancellation be overlooked, or a wrong article may be sent, or an order duplicated. In such cases, **almost invariably,** the consignee refuses delivery and allows the goods to remain at the railway station. **This is not proper procedure.** If the error is the shippers' the responsibility, of course, rests with the shippers, and it is up to them to bear any resultant loss, but leaving the goods at the station **adds to the loss,** through storage charges, and does not benefit the consignee. In fact, if there is question as to the responsibility for the error, the added loss may rightly fall on the consignee.

The proper procedure in cases of this kind is for the consignee to take delivery of the goods and promptly notify the shippers that he has done so, and is holding the goods subject to their order. This will fully protect him against any liability and will invariably conduce to a kindly feeling toward him on the part of his wholesale house which will, undoubtedly, be to his advantage.

Delays in Transit

Occasionally a customer refuses a shipment and gives as a reason that "The goods arrived too late," although they may have left the shippers' warehouse within a reasonable time after receipt of the order. In such cases the customer must be prepared to **prove** that the delay in transit was unreasonable and due to negligence on the part of the railway company or its employees. If he cannot **prove** this he is liable for payment of freight and storage charges on the refused goods, and in any event is liable for payment to the shippers of the value of the goods as they are not responsible in any way for delays in transit, which are by no means uncommon in these days of traffic congestion.

What the Shippers Should Do

It is to the interest of any farm equipment firm that their customers receive good service and a square deal from the railway companies, and, therefore, in any case where a customer has legitimate basis for a claim against the railway, but feels that he would be at a disadvantage in presenting it, the wholesale house will make the claim, provided he sends them the necessary proof, and will pass the proceeds on to him in the form of a credit note, as soon as the claim is adjusted.

As it is the wish of any reputable distributing house to ensure for their customers prompt and efficient railway service it is also up to the consignee to promote efficiency by discarding the hasty actions of impulse or the lack of action, due to imperfect knowledge of the proper course to pursue. By following the above suggestions, which are based on the experience of all shippers, he will eliminate a great many of his freight troubles, and will save a great deal of correspondence and friction between himslf and his supply sources.

The Important Matter of Returned Goods

In connection with returned goods, individual firms and associations of firms in various lines of business, have tried to establish a uniform rule to deal with the question, but it can hardly be said that any hard and fast rule has yet been generally accepted.

It would seem that, owing to the great variation in the nature of different classes of merchandise carried by even one firm, and the different conditions under which goods are sold, that each individual instance of "returned goods" must be dealt with on its own merits, subject to a few general rules common to all trades, and which, in fact, are essential to the confidence necessary in satisfactory relations between seller and buyer. Chief of these is the golden rule of "do as you would be done by."

When the Shippers are at Fault?

In a shipment of assorted goods a buyer may receive one or more articles which are not what he ordered, or intended to order. Sometimes the reason is that his order has been wrongly transcribed in the office of the supply house, or incorrectly filled by the warehouse staff. In either case it is an error pure and simple, something to which all humanity is subject at all times.

When the buyer sees these goods, naturally he is indignant: his first impulse is to "fire" them back at the shippers, which he very often does, forgetful of the fact that this will not benefit him at all, and will necessitate the shipper's paying freight or ex-

press charges on goods which might have been disposed of by them in the buyer's home town, without any additional charges.

In cases of this kind, the shipper should, of course, absorb all charges, apologize for the error and credit the buyer with the full invoice value of the returned goods, but it is safe to say that it would be to the buyer's advantage eventually were he to refrain from sending the goods back "off the bat" and, instead, promptly advise the shippers of the error, asking them for disposal instructions on the goods not wanted, and for prompt shipment of the proper goods. A reliable wholesale house will adjust a matter of this kind promptly by shipping the proper goods, charges prepaid.

When the Buyer is at Fault

Very often it is not through an error on the part of the shippers that buyers receive goods which they had not intended to order, but because the buyer has himself made an ordinary human error in specifying the wrong goods, or because his order is not clear, and is open to two or more interpretations. It would, no doubt, be surprising to many buyers were they in a position to know how much discretion it is necessary to exercise in the interpretation of mail orders which, doubtless, in the minds of the senders, seemed quite clear. And when there is doubt as to the meaning of an order, there is also reluctance on the part of the wholesale house to write for an explanation, as doing so will delay shipment of the goods to the vexation of the buyer. Therefore, it is often necessary that the shippers use their best judgment as to what goods are required, balancing the chance of an error of judgment against the certain vexation of, and possible loss to, the buyer should shipment be delayed.

When a buyer wishes to return goods received under these circumstances, it is only fair that, in addition to his receiving permission to return the goods, the shippers should require that carriage charges on the returned goods be paid by the buyer, and that the shippers should reserve the right to deduct a certain percentage of the invoice value of the goods to cover cost of handling and the deterioration to which the goods may be subject while in transit. This is the general use and custom among all distributors throughout Canada and the United States, the amount of the percentage deducted being dependent on the character of the goods, their susceptibility to damage, the condition they are in when received, and their saleableness at the season during which they are returned.

In this connection it might be said that some distributing houses refuse to issue credit for any goods, returned under circumstances for which they are not responsible, until the returned goods have been re-sold and payment received. This course, however, seems to be too arbitrary and should not be applied except in the case of goods made or imported to special order which are not readily saleable, in which instances it is the just and reasonable course to pursue; in fact, any other course would be very unfair to the shippers.

Returning Surplus Goods

A phase of this question which probably causes more friction than any other, although it does not arise the most frequently, is the tendency of some buyers to unload on the original vendors goods which were bought and sold outright in good faith, and are a perfectly good line for the buyer's locality. His sole reason for wishing to return the goods is that he has bought more than his requirement, and he wishes to avoid the cost of carrying over the unsold surplus until the next season by the simple method of passing the cost of doing so on to the shippers. Now, this is obviously unfair.

Have you ever heard of a buyer who used good judgment, bought heavily, sold all he bought, made a good profit, and then offered to divide the accrued profit 50-50 with the firm from whom he bought the goods? It is hardly likely, but it is just as reasonable to expect that as to expect the original sender to be made "the goat" for carrying over all unsold goods.

Overstocking the Dealer

When speaking of this matter, it is well to remember that it is always regarded as "bad business" for any wholesale or manufacturing house to over-stock any buyer with an unfamiliar line, or a greater quantity of goods than the purchaser can be reasonably expected to dispose of, and it is safe to say that no reputable firm will wittingly do so. If by any chance a representative of such a firm, in his zeal for orders, should overstep the mark, it is up to his firm to undo the harm to the best of his ability.

The Golden Rule

It would seem to be in the power of both buyers and vendors to lessen considerably this evil of returned goods by both adopting the "do as you would be done by" standard. Most assuredly the interests of the wholesale house are best served by prompt and fair adjustment of all matters of this kind, and it is also certainly the desire of the staff-members whose duty it is to make the adjustments, that they be made speedily and to the satisfaction of all concerned. It means less work and worry and a clear desk. The buyer can do his part by observing these few fundamental rules.

Points to Remember

(1) Make all orders you send by mail as clear as possible. Refer to catalogue when ordering goods and order by catalogue number when possible. Give all specifications when no catalogue number covers the goods required.

(2) When goods arrive check them twice, carefully and systematically. When an article is not what you expected to receive, refer to copy of your order and see if it was ordered correctly. If the article is not according to order and you cannot use it, write the shippers immediately reporting the mistake, asking them what they wish done with the article and instructing them to ship on the proper article.

(3) Never return goods until you have received written permission from the vendors. When you receive this permission, and you have made shipment of the goods, advise them of the fact, and forward to them original bill of lading.

The Factor of Freights

Especially in Western Canada the farm equipment dealers have followed with interest the decision made at Ottawa on the matter of increased freight rates which the railroads ask as necessary to meet their increased operating expenses. Every man in the business knows that any such advance in rates as granted will have a marked effect upon the distribution of agricultural products upon the one hand and on the other hand upon the price of the machinery and equipment which the farmers will purchase.

It may be argued that increases in freight express shipments will boost the policy of direct or co-operative buying on the part of the farmers, so that by carload shipments the latter may secure a saving in freight charges. On the other hand, if dealers could only obtain accurately the requirements of their customers, at dates well ahead of the time deliveries are required, they could also arrange for car-lot shipments giving prompt and efficient service to their customers at minimum freight cost.

The advances made in freight rates in the United States, as authorized by the interstate commerce commission, are such that they mean a considerable addition to the cost of distribution in connection with farm machinery and equipment, especially when we consider the fact that imported machinery has so long a freight haul from the factory in the United States to the distributing centre in Western Canada.

As we know, conditions are far from normal. The farmer has a possibly well justified grouch because of the wide spread between the prices he obtains for his products and the prices at which the stuff is retailed in the large cities. If his equipment is advanced because of increased freight rates he is madder than ever, whatever reasons may be given to justify the needs of the railroads. In a producing country the result of forcing freight rates too high may be that the producer would refuse to ship and would grow only for his own consumption.

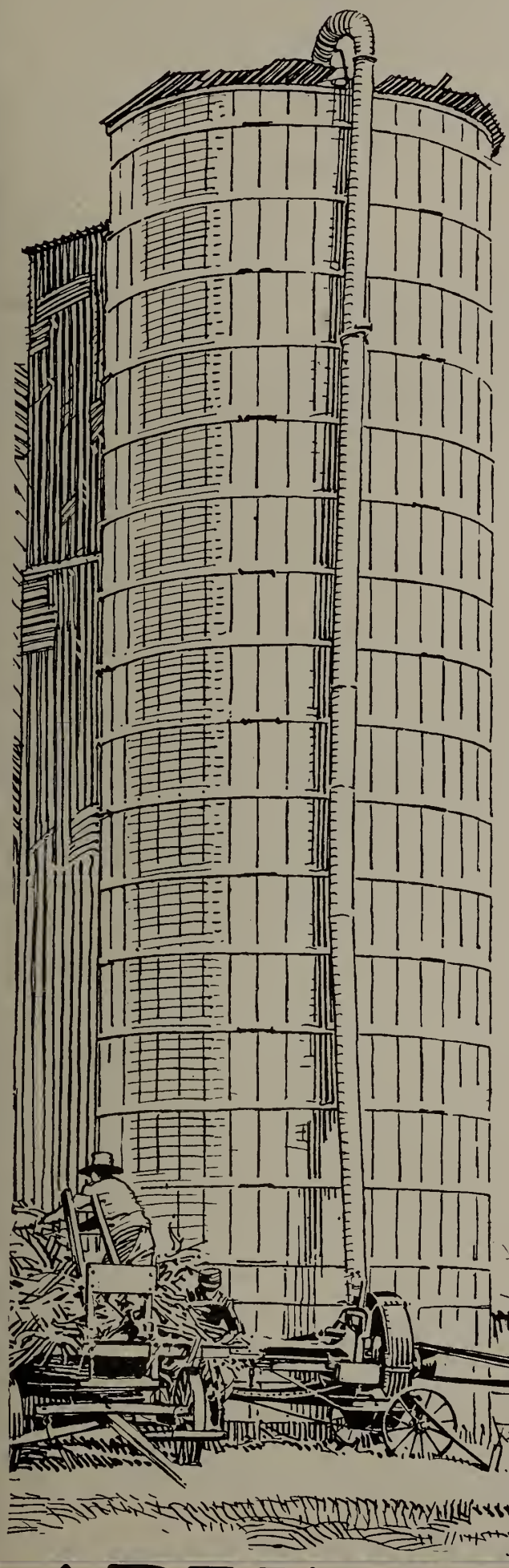
Out of Canada's 8,800,000 population, some 6,300,000 are located east of Fort William, the balance of 2,500,000 in the west. If the rates asked for be granted, every soul in the west has a freight charge of $45 against it, compared with but $22 in Eastern Canada.

Any advance in freights is necessarily a clear increase in cost to the dealer, and must be passed along to the farmer, for the present margins will not allow the dealer to absorb even a part of the freight. It means a larger investment of either the dealer's own funds or borrowed money, and interest must assuredly be charged against this extra capital required to operate a business.

From the standpoint of the manufacturer of farm machinery it should be remembered that he will, with increased freights, have to pay the advance on all materials which enter into the production of machine or implement. These same materials when finished and assembled as a complete machine will again be subject to an advance when shipped to the dealer.

Empire in New Office

The Empire Cream Separator Company, who moved their executive offices to New York City pending the building of a new office home at the Bloomfield, N.J. plant, are now occupying the new building, which will be both the head office and the factory headquarters as well.



RUMELY OILPULL TRACTOR LA PORTE IND.

Built for the Belt

The Rumely OilPull tractor is especially suited for Belt work. The belt pulley is unusually large, is driven directly off the crankshaft with no bevel or intermediate gears and is placed on the right hand side, well up, so that the operator has a clear view and can line up, start and stop the pulley from the seat.

The speed regulation of the OilPull is close — as close as the best steam engine ever built. It is governor-controlled — the speed of the engine automatically and instantaneously regulated to meet every change in the load. It automatically holds the belt at the correct speed all day—no speeding up or slowing down as the load varies.

It has a shifting front axle — plenty of belt clearance with no sacrifice of design or construction.

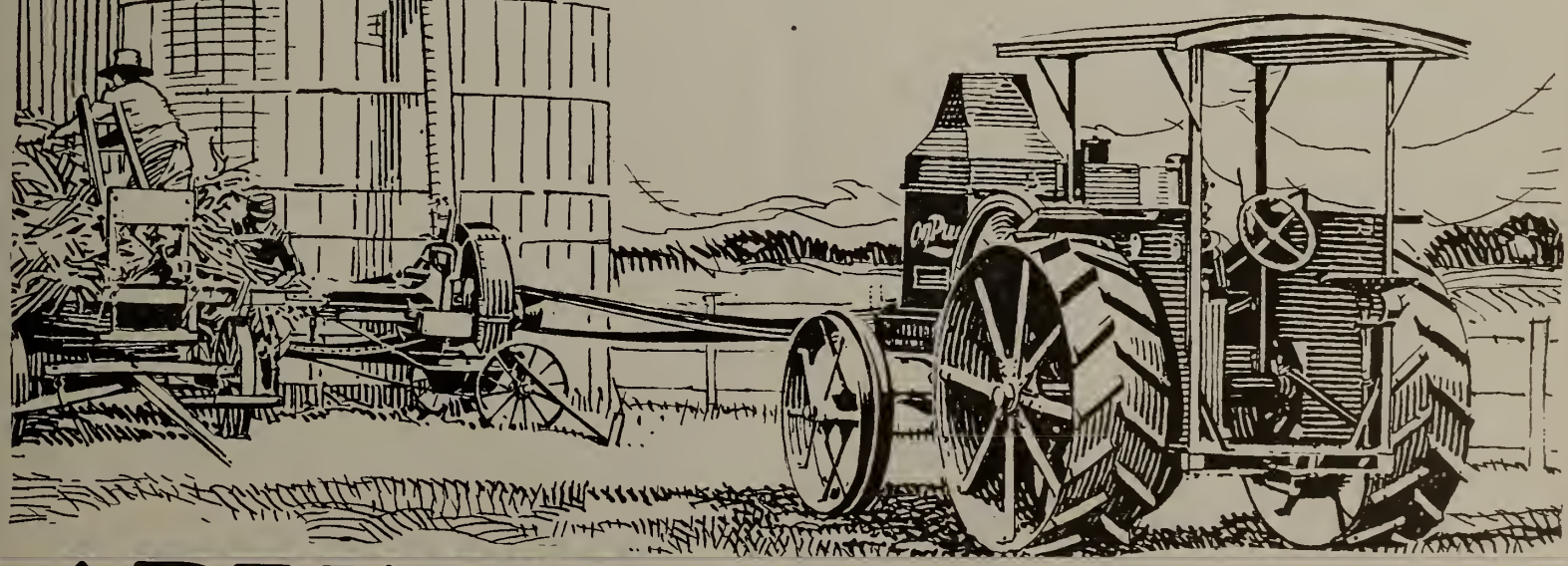
In fact, it is fully as well adapted for the belt as for draw bar work. Guaranteed to burn kerosene at all loads and under all conditions up to its full rated brake horse power. Cooled by oil—the radiator can't freeze nor can it boil. And, remember this, the OilPull has twice established the world's tractor fuel economy record.

Tractor buyers, these days demand a tractor about which there is no question of performance on the belt, for about 40 per cent of farm tractor work is, or should be, belt work.

That accounts for the ever growing popularity and demand for the OilPull. Now is a good time to inquire about the possibility of representing the Rumely line of tractors, steamers, threshers, hullers, plows and other tillage implements.

ADVANCE-RUMELY THRESHER COMPANY, Inc.,
LaPorte, Indiana

Calgary, Alta. Regina, Sask.
Saskatoon, Sask. Winnipeg, Man.
Toronto, Ont.



ADVANCE-RUMELY

Beatty Bros. Limited Bulletin

Good Goods and Good Service

It has always been our aim not only to turn out the most efficient goods possible, but to see that our agents are given all possible help and co-operation.

BT dealers feel confidence in the goods they are handling. More than that, they know that skilled help will be given them in selling the goods. They know that an aggressive advertising campaign is working for them all the time in all the principal farm papers.

Read this letter from Mr. E. A. Laughlin, of Hanna, Alta.,one of the most successful BT dealers in the West:—

E. A. LAUGHLIN
AUTOS, TRACTORS,
IMPLEMENTS, HARNESS
HANNA, ALBERTA

June 15th, 1920.

Beatty Bros.

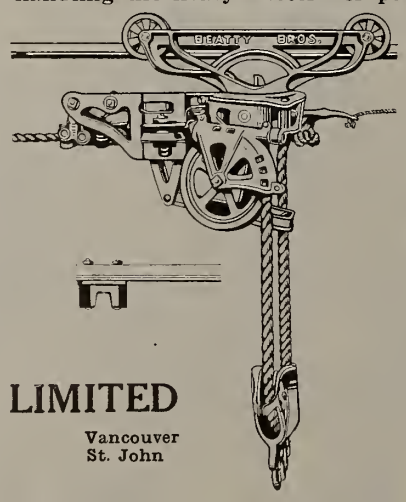
Having sold your hay-carriers, pumps, etc., for the last six years, I take much pleasure in recommending them to any one requiring goods of this class. Not only have your goods been highly satisfactory, but it has been a pleasure to do business with both your Winnipeg and Edmonton houses, and your travellers have been courteous and helpful in every way possible.

Yours truly,
E.A. Laughlin.

Mr. Laughlin's store is shown at the top of this page

The Big Lift Hay Carrier

One of the foremost items of the BT Line of Barn Equipment is the Big Lift Hay Car. For handling the heavy western crops and getting them into the barn in the shortest possible time, it cannot be equalled. The fact that we build 75% of the hay carrier goods sold in Canada is proof in itself of the high opinion Canadian farmers have of BT outfits.



Remember—We help you to sell and back up our agents in every possible way. Drop a card to our nearest branch for complete particulars.

BEATTY BROS. LIMITED

Winnipeg, Fergus, Ont., Montreal, Edmonton, London, Ont., London, Eng., Vancouver, St. John

"The BT Agency Pays"

Increasing Butter Production

In a booklet published by Beatty Bros., Fergus, Ont., the well-known manufacturers of barn and stable equipment, there is some very pertinent information dealing with the value in dollars and cents of taking good care of the dairy cow. Written to the farmer the information embodied is of value to every dealer from a selling standpoint. Concerning water bowls the booklet says:

Unless you have got water bowls in your stable, you are not getting as much milk from your cows as they ought to give. It does not matter what breed of cows you have; it does not matter whether they are thoroughbreds or not; you are not getting more than 75 per cent or 80 per cent of the milk yield those cows ought to give, if you have not the water bowls.

The average cow gives sufficient milk to make an average of 4 pounds of butter a week. Practical experience and careful tests have shown that the same cow, with the same feed, if watered from the water bowls, will give 5 pounds of butter a week—an increase of 1 pound.

Perhaps you think that this is a startling increase. Farmers have been startled, who have put in the bowls, after watering their cows in an icy tank in the barn yard. They say it is like the cows coming in fresh again.

The water bowls increase milk production by keeping a supply of fresh water at an even temperature constantly before the cows. When the cows have the water before them all the time, they drink all they need for their very biggest milk yield. The more water they drink, the more milk they give. This is easy to understand when you consider that milk is 87 per cent water. The composition of milk is as follows: Water, 87 per cent; sugar, 5 per cent; proteid, 3½ per cent; fat and mineral matter, 4½ per cent.

That is, in four quarts of milk there are three quarts and a pint of water, and, in addition to this, the cow must have a large quantity for other requirements of her body. For instance, every breath she exhales carries out a large amount of moisture. For that reason, a cow actually consumes more water than goes into the milk, and the total is enormous.

The average cow requires 12 to 20 gallons of water a day, if she is to give her maximum milk yield. A high-producing cow requires even more than that. The only way a cow can take that much water is to sip it from time to time from a water bowl in front of her, as she feels she needs it. She cannot drink all that water from a trough if she is watered only once or twice a day; she cannot hold it all.

Do not drive the cows out into the cold to an icy stream or freezing tank for their water. It would indeed be impossible for them to drink a great deal of the icy water. They simply stand shivering in the cold, with their back humped up, or perhaps the bullies will push in ahead and take a few quick gulps. Some of the cows go back to the barn without touching the water. You cannot force them to drink their fill from that ice-cold tank. The most they will take is hardly enough to satisfy their thirst.

When you have watered cows in the cold and driven them back to their stalls they have to eat feed enough to warm up their bodies. This feed is wasted so far as increasing milk production is concerned; and you know what feed costs these days. With water bowls this waste is avoided.

Silos and Silo Machinery

First introduced as a winter substitute for dry fodder, ensilage is now used to a great extent as a summer food as well, and dairy history shows the value of ensilage in most of the great records of production.

In Western Canada mixed farming is steadily on the increase. As time goes on more silos will be erected in ever increasing numbers, and some class of merchant will benefit by this demand.

Logically, the implement dealer is the man who should control this developing trade, for it is he who is in the best possible position to take care of it with the service to the farmer which the latter will want. That in many localities the dealer has failed to see the direction of his interests is no valid argument why he still should ignore the manifest advantage which may accrue to him by going after the silo business. There have been other varieties of farm equipment which the dealer had to be forced to recognize and which in time he came to see belonged to him by right. It is very conceivable that the same path may be followed by the silo business.

Aids Soil Conservation

It has been demonstrated that the surest factor in soil conservation is stock keeping. Where the crops raised on the farm go into the stock on the farm a return is made to the land each year

of almost as much as the crop took away from it in growing. If every farm were stocked to its capacity with live stock there would be little need to say much about soil conservation and there would be a wonderful difference in the cost of living for the nation at large. To get the full value of the manure resulting from the feeding of what is raised on the farm it practically is necessary that it be fed in the shape of ensilage. In fact, too much emphasis cannot be laid upon this view of the ensilage subject.

With land increasing in value in practically every section of the country, and with the products of that land commanding such high prices, it is more than doubtful economy for any farmer to devote acres to pasturage when he can preserve and feed ensilage. This economic point of view is new to many farmers, and it is possible it may be necessary to present facts and figures to convince them that the erection of a silo, which shall have sufficient capacity to run them from crop to crop, is far more economical than to rely upon pasturage for a portion of the year.

Every acre on the farm should be employed to its fullest capacity. The silo has proven that it is better to rely upon it for food and thus use the acreage in other ways. Figures in proof of this contention can easily be found in bulletins and experiment station reports, and the dealer will be wise who uses them in his advertising campaign on silos.

Today is the era of permanency in farm structures. Farming, as far as recognized methods are concerned, is an established industry. This makes for the erection of more permanent buildings than has been the case in the past. It is a well recognized tendency upon the farms to-day to build better barns and to equip them better, as witness the phenomenal increase in the sales of barn equipment. Closely following the barn in this particular is coming the silo. Here there is no reason why the relative merits of stave or concrete or any other variety of silo should be entered into, but emphasis may be laid upon the matter of what shall constitute permanency in building, leaving it to the dealer and his customer to decide upon variety and material.

Additional Opportunities

Still another point of view should strike the dealer forcibly. A silo on a farm necessitates a considerable amount of power equipment. This must be of the efficient class, too, and that means relatively costly and also relatively profitable to the dealer in supplying. When the dealer sits down to think what a variety of farm equipment is involved in the equipment of a farm which shall have its complement of dairy cattle, or its complement of feeding cattle, he cannot but be interested and attracted by the possibilities.

Starting with the silo, there must be the engine and silo filler. There must be the facilities for the easy, timely and economical harvesting of the ensilage crop. There will be the barn equipment in the case of the dairy, running from stalls to feed and litter carriers. Where feeding is the object, there would be almost the same equipment. Where cattle are kept the manure spreader becomes one of the most necessary of farm machines. Thus it goes, from gasoline tank to mechanical milker, there is a long, long train of farm equipment which follows after the silo, and all of which are directly in line with the ramifications of a retail implement business.

In connection with silo fillers, there are two types of machines —fly wheel and cylinder cut—a large number of both in use. The fly wheel type has it strong ad-

The name "De Laval" on a cream separator makes it easier to sell

DE LAVAL No. 15

Because the name "De Laval" stands for honest value and real service wherever cows are milked;

Continuous and liberal advertising has made the name "De Laval" a household word in farm homes the world over;

Fifty thousand of the best and most representative dealers, having their customers' best interests at heart, are distributors of De Laval Separators;

The name "De Laval" has always meant a fair and square deal, both for the dealer who sold the machine and for the farmer who bought it.

The name "De Laval" is worth real money to the dealer who has the De Laval selling agency.

There is no better time than right now to send in an application for a De Laval contract

THE DE LAVAL COMPANY, Ltd.

MONTREAL PETERBORO WINNIPEG EDMONTON VANCOUVER

50,000 Branches and Local Agencies the World Over

herents, but all in all the country over the cylinder cut has been found safest, and in general to better meet the demands of the discriminating farmer.

While it would be bad policy to sell a man a machine excessively large for his needs, trouble from this source is rarely met with. The farmer should be persuaded both in selecting power and filler to purchase a machine a little larger than his actual needs.

Dealers that acquaint themselves with the proper equipment of silo fillers and conditions affecting the working of these machines, are dealers that work up and hold a strong and profitable trade.

LONDON CONCRETE BLOCK MACHINE
makes concrete blocks in all sizes and designs.
Concrete Blocks are suitable and economical for building dwellings, stores, barns, factories, and foundations.
The machine will save the price of itself in one dwelling. Send for Catalogue No. 3.
Agents Wanted in all Unoccupied Territory
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery.

W. V. Couchman Dead

William V. Couchman, Vice-president in charge of the European manufacturing, sales and experimental work of the International Harvester Co., died recently in Brussels following surgical treatment for throat trouble. His body was taken home to America for burial.

The story of M. Couchman's rise in the International business reads like a romance. He was born in 1865 at Minneapolis, and in 1882 he entered the local branch as an office boy. He rapidly rose to the position of salesman.

At the age of 21 he was appointed general agent of the McCormick Company at Marshalltown, Iowa—a post of unusual responsibility, then or at any time, for a boy barely come of legal age. In the twelve years during which he held this position he scored such signal success and exhibited so broad and clear comprehension of the whole farm implement field that when the McCormick Company sought a man in its American establishment fitted for still higher service abroad the choice unhesitatingly fell upon him. In 1899 he was given charge of the McCormick Company's European headquarters at Hamburg. He remained there until the Harvester Company was formed in 1902, when he was assigned to charge of the new company's interests in what are known as the Central and Eastern European Districts.

Upon the removal of the Harvester headquarter's office in 1912 Mr. Couchman was given the responsibility of all European sales, and during the next four years his rare faculty for organization and his ability in developing business were of the utmost value in perfecting the Harvester system of distributing its products in Europe.

In 1916 he was recalled to the United States and appointed division manager in charge of all sales. Early in 1919 he was again sent to Europe with the rank and title of Vice-president to direct all the company's manufacturing sales and experimental work in Europe—a task to try the ability and endurance of any man—for it meant re-establishing connections that had long been broken or abandoned, a necessary restoration following the war. Probably no man in the farm implement industry was better known throughout the world than Mr. Couchman. He is missed and mourned not only by the organization he served, but by a host of friends.

Cockshutt Building at Edmonton

The Cockshutt Plow Co., Brantford, Ont., at their Edmonton headquarters, are building a new warehouse, a two-story brick building with full concrete basement. The new warehouse is on Rice Street in that city, and is eighty-five feet by fifty feet. The main floor will be used as show rooms for the many lines produced by the company, while the second floor will be used for the local offices, from which all business for Central and Northern Alberta territory will be directed.

The company have had a branch in Edmonton for over five years, located over the C.N.R. telegraph offices. Fred Pickles, manager, states that the new premises will give them greatly increased space whereby to more efficiently handle local trade and take care of business from the large territory served by this branch of the Cockshutt organization. Mr. Pickles says, that conditions were never better in the territory and the branch looks forward to excellent business this fall.

International Directors Ratify Stock Issue

The International Harvester Company's shareholders at a special meeting held in Hoboken, N. J., ratified the Directors' proposal to increase the company's authorized preferred stock from $60,000,000 to $100,000,00, and the authorized common stocks from $80,000,000 to $130,000,000. Of the new shares, $20,000,000 of the common and $40,000,000 of the preferred will be used to carry out a plan providing for an extra compensation and stock ownership plan open to all employees in both America and Canada, which will become effective January, 1921. This plan provided for a fund which will be 60 per cent of the company's net profits for each year in excess of 7 per cent upon the capital invested.

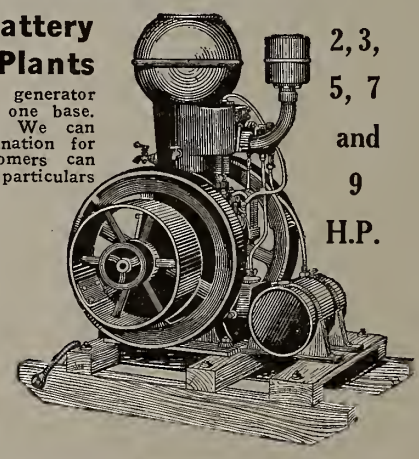
Rain spells gain for the man who's on the job.

Lister-Bruston Automatic Electric Lighting Plants

Adapted to farm or town use. A big sales opportunity for dealers. Made in 14 sizes. Capacities from 40 to 1500 lights. A size to sell for every demand—farms, town homes, churches, schools, halls, municipal use, etc. Driven by the famous single, twin and four cyl. Lister slow-speed engines. Direct connected to protected dynamo. Electric throttling governor. Simple; easy to operate. Send for descriptive literature on this line.

Lister Storage Battery Electric Lighting Plants

Simple in design. Battery, generator and switchboard assembled on one base. No complicated mechanism. We can supply a lighting plant combination for any requirement. Your customers can use their own engine. Send us particulars of what they need.



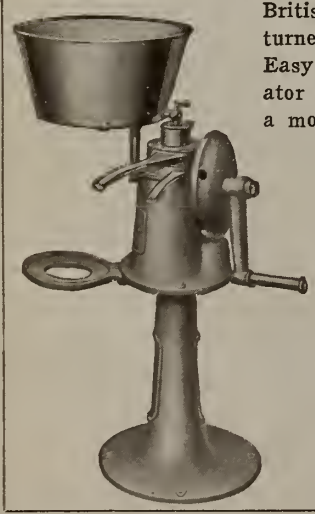
2, 3, 5, 7 and 9 H.P.

LISTER Engines Mean Dependable Power

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition—no batteries. Automatic lubrication. Economical to run. Shipped complete with skids, ready to run. Handle Lister and you get the business.

For Profits — LISTER-PREMIER Cream Separators

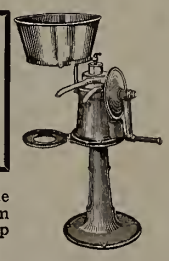
Seven Sizes: Capacities: 220, 280, 350, 500, 650, 800 and 1000 lbs. per hour.



British quality construction. Finest mechanical finish. Simple in design. Short crank, easily turned. Aluminum discs cannot corrode. All moving parts run in oil. Gearing entirely enclosed. Easy to run—easy to clean. Milk passes through an aluminum strainer. A high grade separator with skimming efficiency second to none. Get full particulars. The Lister "Premier" is a money maker for both farmer and dealer.

LISTER MILKERS

The world's greatest milking machine. Any engine from 2 h.p. up will operate it. Simple design, easily cleaned. No wear on parts. Perfect action. Easily regulated Pulsator—alternating suction and absolute release. Ask for full particulars and agency offer.

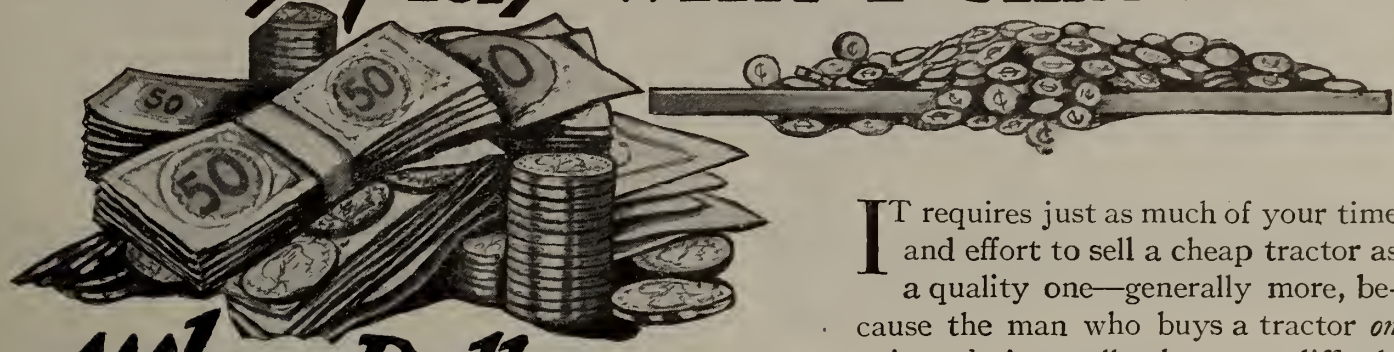


THE LISTER LINE INCLUDES: "Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders, Crushers, Electric Light Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

R. A. LISTER & CO. (Canada) LIMITED

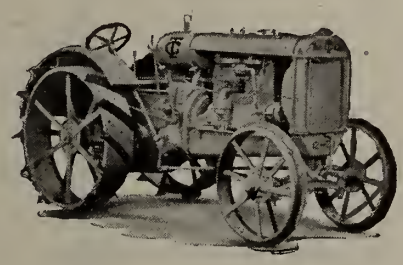
WINNIPEG, MAN. TORONTO, ONT.

Why play with Pennies



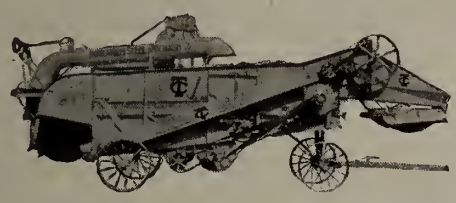
When Dollars are waiting for you

IT requires just as much of your time and effort to sell a cheap tractor as a quality one—generally more, because the man who buys a tractor *on price only*, is usually the most difficult to sell. Another thing, many a machine purchaser is mistaken for a cheap tractor prospect—in fact, these prospects often *want you to justify them* in the purchase of the superior product.



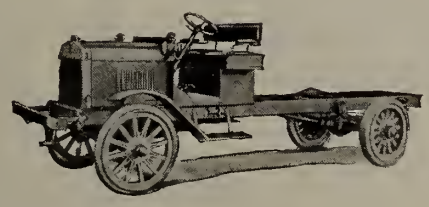
Twin City 12-20 Tractor

The reasons are obvious. To say nothing of the satisfaction to him of having his tractor on the job every day—*and the fewest calls for service from you*—the long life of the Twin City makes it the lowest priced tractor, when you divide its cost by the years of its work.



All Steel Twin City Thresher

With one machine to begin with you can acquire the representation of the full Twin City line—a tractor for every size farm—Twin City All-Steel Threshers in three sizes—including one for the big and growing individual thresher market—Twin City Trucks which are now coming into a field that has not yet been measured.



Twin City Two Ton Truck

You make sure of a permanent business when you connect with the Twin City line, because every machine you place in your territory sells others—and that business is all yours for we sell only through our dealers.

Branches

Lincoln, Neb.
Des Moines, Iowa — Wichita, Kansas
Great Falls, Mont.
Denver, Col. — Fargo, N. D.
Indianapolis, Ind,
Peoria, Ill. — Kansas City, Mo.
Spokane, Wash.
St. Louis, Mo.
Salt Lake City, Utah

Twin City Company

Selling Products of

Minneapolis Steel & Machinery Co.

Minneapolis, U. S. A.

Canadian Distributors: Minneapolis Steel & Machinery Co. of Canada, Ltd.—Winnipeg, Man.; Regina, Sask.; Calgary, Alta.

Export Office: Minneapolis Steel & Machinery Co.—154 Nassau Street, New York City

Distributors

Frank O. Renstrom Co.—San Francisco, Los Angeles, Stockton, Oakland and Sacramento, Calif.
Baskerville & Dahl Co., Watertown, S.D.
Shannahan & Wrightson Hardware Co.—Easton, Maryland
Kepler-Merrell Motor Car Co.—Syracuse and Utica, N. Y.
Southern Machinery Co.—Atlanta, Ga.
R. B. George Machinery Co.—Dallas, Houston, Amarillo, San Antonio, Texas, and Crowley, La.

TWIN CITY

12-20 Kerosene Tractor with 16-valve engine

Standardizing the Buggy

Automobile manufacturers from the first saw the necessity of standardizing their product. Thus, the industry grew by leaps and bounds until it is to-day one of the greatest, if not the country's greatest.

Isn't it strange, though, that the buggy has not likewise been standardized? The manufacturer of vehicles has gone along the same old lines of least resistance with such a variety of styles, sizes, freaks and types that the vehicle buying communities have no fixed idea in their own minds as to what kind of buggy they really prefer, says E. B., Dealers' Magazine.

You may wonder why the manufacturer even bothers to mention fixed standards and fixed construction in vehicles. It is done because there will always be a certain demand for buggies. In some sections of the country the increasing demand will call for an increased production on the part of the manufacturer. There is no competition between the horse drawn and motor driven conveyance. The extended use of buggies, however, will depend somewhat on the comparative cost of the horse and buggy outfit, and that of the automobile. It is this comparative cost that brings up the question of vehicle standardization.

It would be preposterous for a dealer to write an automobile manufacturer that his trade required 36 inch instead of 54 inch axles and the steering wheel must be on the right hand side of the machine. If the automobile manufacturer attempted to deviate from the standard design, he would soon be out of business. Yet present methods of vehicle manufacture call for all kinds and sizes of materials. Dealers change their specifications on too many orders. It is understood that the dealer, distributor and manufacturer are entitled to a fair profit, but at the same time the user must not be compelled to pay a prohibitive price.

Massey-Harris

Farm Implements
That Sell Themselves

NO MATTER in what district you live, Massey-Harris Implements are known to every farmer. They need no introduction. They are known for their dependable quality, sterling worth, and soundness of construction. Their good qualities have won the confidence and good will of all who use them.

The year 'round they make it easy to win a livelihood from the soil. Plowing, seeding, mowing, reaping, harvesting and marketing are done with complete satisfaction by means of Massey-Harris Implements.

When a man needs a new machine, past experience with Massey-Harris Implements will guide him to choose another of the same line. Every Massey-Harris machine in use helps to sell another bearing the same name.

Address all applications for representation in vacant territories to the Manager of the Branch nearest you. . . . . .

MASSEY-HARRIS COMPANY, LIMITED
HEAD OFFICE - TORONTO, ONT.

Branches at—**Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current, Yorkton, Calgary, Edmonton.**

Interesting Display at Gas Engine Convention

The Webster Electric Co., Racine, Wis., had a most interesting display of the Webster magneto at the annual meeting of the National Gas Engine Association, held in Chicago, September 1, 2 and 3. They showed a Webster magneto in operation while it was being constantly soaked with water.

Another interesting part of the Webster exhibit at the convention was a number of magnetos that formed part of a shipment of 615 magnetos that sank with the Pere Marquette steamer off the city of Ludington, Mich. These magnetos were at the bottom of the lake for 142 days and they are still in perfect working order.

Ackland's Expanding

The firm of D. Ackland & Son Ltd., Winnipeg, wholesale hardware and implement specialties, are at present constructing a four-story addition to the east of their large warehouses on Higgins Ave. The new extension will be 35x50, of reinforced concrete construction. It will be used as additional warehouse space and for increasing the shipping facilities of the firm. They find this addition to their premises necessary to take care of their steadily increasing trade. Part of the old warehouse will be altered in the near future to provide very necessary additional office space.

Show Space at Columbus

Exhibit space for the National Tractor Show, to be held at Columbus, O., on February 7 to 12, 1921, will cost $1.00 per square foot for members of the National Implement and Vehicle Association and 50 per cent more for non-members. The Columbus organization which is handling the show has stated that any money remaining after expenses are paid will be returned to exhibitors pro rata.

Bargains in Threshers

REBUILT STANDARD MAKES—GOOD AS NEW—AT SPECIAL CUT PRICES

HERE is an unequalled sales opportunity for the aggressive dealer. He can supply customers with a first-class separator at a remarkably low price—for cash or on terms.

We are offering a limited number of used and rebuilt Separators for immediate sale. Get in on this business. It will mean money for you.

DEALERS: Act quickly if you want them

These exceptional values are sure to be speedily snapped up.

Unequalled Values in Separators

6 small overshot Separators with straw carrier and high bagger. Hand feed attachment. Price $375 and up.

1 "Big Giant" Separator equipped with hand feed attachment and high bagger.

1 24x46 Stewart Separator equipped with Langdon Feeder and high bagger.

A number of 24x46 Rebuilt Standard Separators equipped with windstacker, feeder and high bagger or automatic register.

A few Special Bargains in used Combination Outfits—Separator and Engine mounted on same truck.

Write or Wire To-day for our Cash and Term Prices

These offers demand quick action. DO NOT DELAY.
Our service and repair stock are available to every purchaser.

Cushman Motor Works of Canada, Limited

Dept. E, Whyte Avenue and Vine Street, Winnipeg, Man.

Would Hardly Feel Safe Without the Webster

MORE THAN 600,000 ARE IN DAILY USE

R. GREGORY & CO., Moweaqua, Ill., offer this strong testimony:

For six years we have handled gasoline engines equipped with your magneto, and have had no trouble whatever with the magneto.

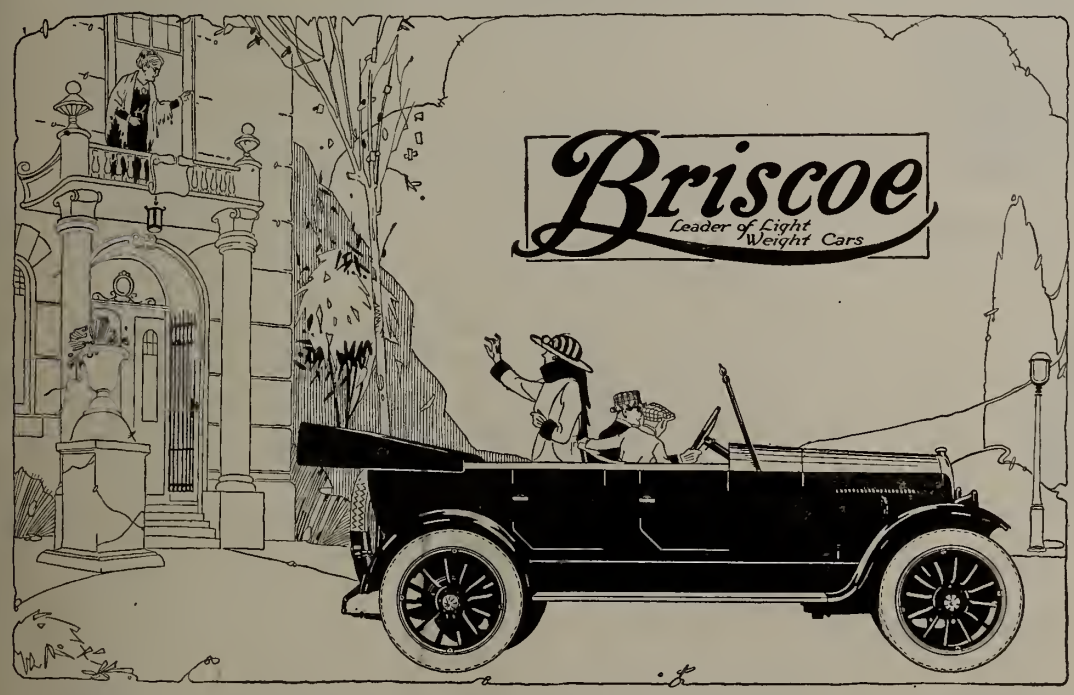
Since your oscillator has reduced magneto troubles to a minimum, we would hardly feel safe in handling any make of gasoline engine unless it was equipped with the

WEBSTER MAGNETO

45 WEBSTER Service Stations

WHY NOT GIVE YOUR TRADE THE BENEFIT OF WEBSTER IGNITION AND SERVICE? . .

WEBSTER ELECTRIC COMPANY
RACINE, WISCONSIN, U.S.A.



BIG CLAIMS—

BUT 1921 BRISCOE LIVES UP TO THEM

IF the thousands of motorists who have bought Briscoe Cars had not found them to be all we claim for them—and more, the Briscoe car would never have attained its well-earned popularity.

Briscoe's greatest asset is the enthusiastic recommendation of its satisfied owners. Its best advertisement is the pride with which Briscoe owners speak of it.

The marvellous Briscoe motor for example—with its amazing record for low gasoline consumption and upkeep, and its never-failing response to every whim of the driver, is worthy of any motorist's pride. Its beautiful design, accentuated by the tilted radiator—never fails to attract admiring comment, and its luxurious upholstering further enhances its rich appearance.

Briscoe has lead for years in the field of light weight cars. Briscoe Engineers concentrated with untiring patience till in the 1921 model they have eliminated every ounce of superfluous weight. Not by sacrificing size or comfort, but by better designing, correct proportioning, and perfect balancing. The result is, lowered gas consumption and increased tire mileage. Its riding comfort, due partly to light weight, and partly to exceptionally long springs, is equal to any car at double Briscoe's cost.
Ask for a demonstration and see for yourself that Briscoe does live up to its every claim—and more.

THE CANADIAN BRISCOE MOTOR COMPANY LIMITED

Head Office and Factory: BROCKVILLE, ONTARIO

UNITED STATES
BRISCOE MOTOR CORPORATION, JACKSON, MICH.

WESTERN SERVICE DEPARTMENT
156 PRINCESS STREET, WINNIPEG, MAN.

DISTRIBUTORS FOR WESTERN CANADA

AUTO SERVICE COMPANY LIMITED, REGINA
GILLESPIE & MANSEL - MELFORT, SASK.
McDONALD & McKINNON - - WINNIPEG
RIDDELL CARRIAGE AND MOTOR WORKS, SASKATOON
J. R. N. COOKE & COMPANY - - - - - EDMONTON
NORRIE & FAWCETT, - - - - - - MEDICINE HAT
DIAMOND MOTOR COMPANY LIMITED - - CALGARY

The Capacity of Silage Cutters

In connection with ensilage cutters it has been found that there exists a great lack of uniformity in the rating and power recommended for operating these machines. Two machines of the same type, size and number of knives, and the same speed and throat size may vary 200 per cent in capacity.

A meeting was recently held between committees of the U. S. National Implement and Vehicle Association and the American Society of Agricultural Engineers. Important data on the subject was fully discussed with the result that the two committees made the following recommendations as applicable to the design of ensilage cutters:

1. That capacity ratings of ensilage cutters be on the basis of one half inch cut.

2. That the maximum opening between the feed rolls be taken as the throat height of ensilage cutters.

3. That the formula: Tons per hour—

$$\frac{\text{Throat area} \times \text{R.P.M.} \times \text{Number of Knives}}{10{,}000}$$

which is suggested as the possible basis for arriving at the capacity rating (maximum) of ensilage cutters, be submitted to ensilage machinery manufacturers for consideration and approval, and, further, that manufacturers make a special effort this season to ascertain how closely calculations by use of the formula check up with the performance of their machines in the field.

4. That the power rating of an ensilage cutter be calculated on the basis of a 40-foot silo.

5. That the power recommended for any ensilage cutter be stated in actual mechanical horsepower.

6. That 1½ mechanical horsepower per ton of silage per hour be submitted to manufacturers on the basis for the power rating of ensilage cutters and, further, that manufacturers make a special effort this season to ascertain how closely this assumption checks up with the performance of their machines in the field.

International Harvester Co. Uses New Tractor Test Car

In developing the tractor, from the testing of raw materials, through every operation in machine shop production, in connection with every part of the tractor, testing and inspecting play an important part. And beyond this we have the laboratory tests made to determine power production and fuel consumption. In fact, from the factory standpoint, tests and investigations in connection with tractor production never cease, but it is now realized that field investigations are just as necessary as the technical investigation as pursued in the factory testing rooms and laboratories.

The International Harvester Company has for years had great experimental departments in connection with its tractors, but the company is now making preparations for conducting carefully planned field investigations with especial relation to drawbar problems. In this connection, Farm Implement News reports that the company are using the Gulley dynamometer in a specially designed testing car. This test car can be used for both drawbar and belt tests of tractors. It weighs 7,500 pounds, will register up to 80 horsepower on the belt, and, by adding a load behind it, practically any drawbar pull desired can be obtained. Installed in the rear of this car is a steel drum geared to the rear wheels. The load is applied to this drum by means of steel bands controlled by compressed air, which permits of rapid and delicate adjustments. This will afford an interesting comparison with the Nebraska car which applies the load by generating an electric current. The air compressor is run by a motor driven from a storage battery. The storage battery is charged from a generator driven by a small gas engine which is mounted on the car. For tractive work the Gulley dynamometer is installed on the front end of the car and records time, drawbar pull, distance, rate of travel and wheel slippage of the tractor. For belt tests the load carried is weighed on a beam scale at present, but provisions have been made for installing self-recording apparatus for these tests.

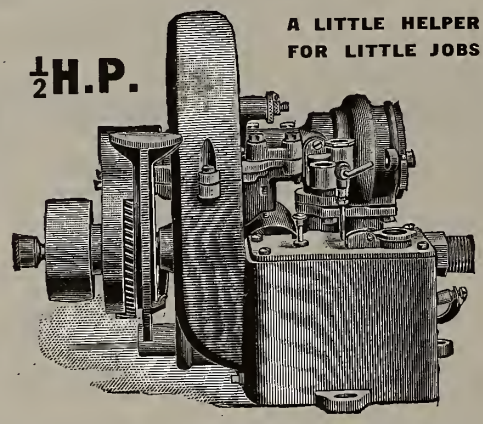
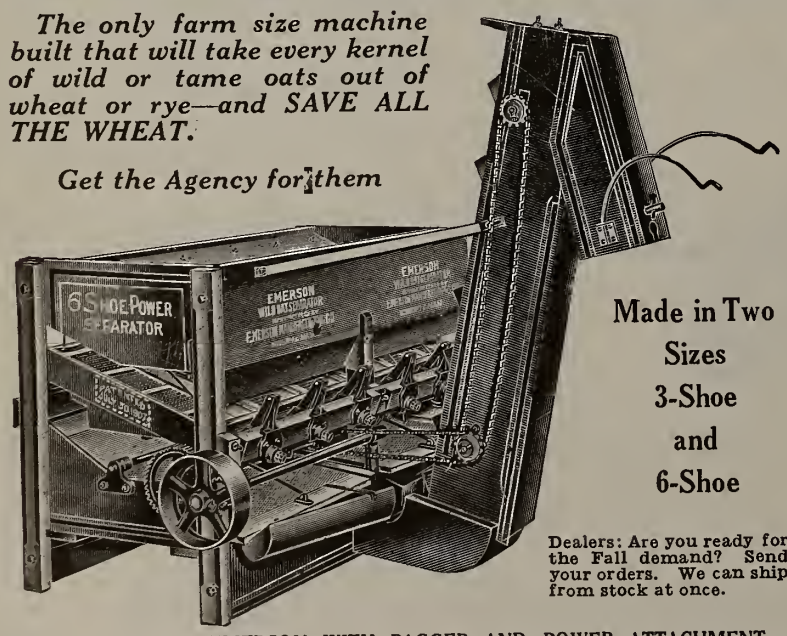
With this apparatus it is possible to make very complete tests of a tractor, getting the drawbar pull and horse power for different rates of travel, condition of surface and grade, as well as the belt power which it will develop. When the car is completed these records will all be recorded automatically.

For the field testing of agricultural machines the Gulley dynamometer is used without the test car. With the addition of devices for recording depth of plowing and wheel slippage, which have been made by the International Harvester Co., this instrument records all information essential to conducting a test.

English Tractor Literature

Details of the latest design of traction engines made by Messrs. Marshall, Sons & Co., Ltd., Gainsborough, are contained in a new catalogue, No. 1151, a copy of which we have received. The "Gainsboro'" traction engine is the type dealt with and it is pointed out that, although considerably lighter than the ordinary type of English-made traction engine, the "Gainsboro'" possesses ample power for driving any kind of fixed or portable machinery. Marshall, Sons & Co., Ltd., are the only English tractor and engine concern in Western Canada and have a branch house in Saskatoon.

KINGSTON
IGNITION SERVICE
SPARK PLUGS—COILS
MAGNETOS—SWITCHES
KOKOMO ELECTRIC CO.
KOKOMO - - - INDIANA - - - U. S. A.

Emerson "Hafa-Hors" Engines
½H.P.
A LITTLE HELPER FOR LITTLE JOBS
Step on the Pedal to start. The quickest selling engine ever offered the Dealer. Just the right size and power for operating Fanning Mills, Grain Graders, Washers, Pumps, Churns, Cream Separators, Water Supply Systems, etc. Saves time and labor in house or barn. Costs less than 3c. an hour to operate. Weighs only 62 lbs. Dimensions, 16 x 14 x 14 ins. Show it—it sells itself. Ask for prices and literature. Don't delay.

EMERSON WILD OAT SEPARATORS
The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.
Get the Agency for them


Made in Two Sizes 3-Shoe and 6-Shoe
Dealers: Are you ready for the Fall demand? Send your orders. We can ship from stock at once.
THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT
We have a dirty crop this year, and the farmer should clean every bushel for market. The Emerson Separator gives a clean product and top prices—and saves the dockage for feed. It is Canada's premier grain cleaner. Get our prices and liberal agency proposition.
EMERSON MANUFACTURING CO., LTD.
1425 WHYTE AVENUE WINNIPEG, MAN.

Cletrac
TANK-TYPE TRACTOR

In Line for Big Business

CLETRAC dealers are in line for big business this fall if they get in their orders early. Our enlarged factory is driving ahead on production, but orders have yet to be filled in their turn. If we are unable to supply any dealer on time it will be his own fault in failing to send in his requisition early enough.

Cletrac's popularity is growing daily. Farmers are recognizing that the sturdy Cletrac travelling "wheels-on-track" is the most adaptable and dependable source of draw-bar and belt power on the market. Cletrac showed its superiority over all others from the beginning. It has proved itself a speedy seller. Dealers are finding Cletrac a mighty profitable proposition to handle. Satisfied Cletrac owners are helping sales by proclaiming Cletrac's merits from the Atlantic to the Pacific. We have very generous dealer terms for you. Good dealers everywhere recognize Cletrac's superiority—that is the reason we have been unable to meet the demand. Get in the Cletrac line-up. Get and study Cletrac literature. Cletrac will boost your sales by leaps and bounds.

But—Get Your Orders in Early

The Cleveland Tractor Company of Canada Limited

Head Office
WINDSOR, ONT.

Western Sales Office
REGINA, SASK.

With the Manufacturers

It is reported that Henry Ford will build a tractor plant at Green Island, near Troy, N. Y.

The Samson Tractor Co. has been granted letters patent in Manitoba, dated July 16th.

The Brantford Machine Co., Brantford, Ont., has been incorporated with a capital of $100,000.

L. M. Pugh has been authorized incorporation in Moose Jaw, commencing July 24th, to handle auto accessories.

Announcement has been made that the Spaulding Chain Co., of Bloomfield, N. J., has gone out of business.

The Worthington Pump and Machinery Corp., Cudahy, Wis., has begun construction of a new pattern shop.

George N. Peek, president of the Moline Plow Co., has been elected a director of the Willys-Overland Co., Toledo, Ohio.

Beatty Bros. Limited, Fergus, Ont., have issued their new B. T. Barn Book which contains information on barn plans and equipment.

The Chicago Steel Post Co. has changed its name to the Red Top Steel Post Co. and moved its office to 215 N. Michigan Ave., Chicago.

The McKenzie Thresher Co., Ltd., Indian Head, Sask., is doing a big business in all lines. The company is handling some second hand tractors.

W. J. Jones, work manager of the J. I. Case Plow Works Co., Racine, Wis., has been elected a vice-president of the company in charge of production.

A return in the House of Commons shows the following importation of automobiles in 1918 and 1919: (1918) 16,848, $15,022,400; (1919) 7,762, $6,769,179.

A new double clevis designed to increase efficiency where horses are used has just been placed on the market by the Clemens Clevis Co., Inc., Minneapolis, Minn.

The North Star Oil company, St. Boniface, is to build a new boiler room 45x30 feet. This is a one-storey brick and concrete building and will cost $6,000.

The Canada Fibre Products Company, of Winnipeg, has been incorporated by order-in-council of the Provincial Government, with a total capitalization of $1,000,000.

K. P. Drysdale, formerly advertising manager for the Cleveland Tractor Co., is now associated with the advertising agency of Brooke, Smith and French, Detroit, Mich.

The Stinson Tractor Co., of Minneapolis, conducting its main assembling plant in Superior, Wis., is building an addition to the plant to increase the capacity about 40 per cent.

General Tractors, Inc., announces that it will immediately remove its executive offices from Chicago to Watertown, Wis., where the company's principal factory is located.

L. Serkau will leave the United States shortly to engage in the implement and tractor trade at Alexandria, Egypt. He has had many year's experience in the business in Canada.

J. G. Campazzie has resigned from the De Laval Company, Peterboro, Ont., to become general sales manager of a Boston company engaged in manufacturing automobile parts.

In the interest of uniformity the Wells Brothers Company of Canada, Limited, Galt, Ontario, will in the future be known as the Greenfield Tap and Die Corporation of Canada, Limited.

The incorporation announced of the Cornfield Wheel Company, Toronto, with an authorized capital of $750,000. The new concern will manufacture and deal in motor and motor truck wheels.

The Hercules Mfg. Co., recently organized in Indianapolis with a capital of $400,000, has acquired the entire business of the Hercules Electric Co., manufacturers of Wizard magnetos.

Work has commenced at Petrolia, Ont., on the new plant to be equipped by the Ortons Motor Co., manufacturers of autos and auto accessories. Manufacturing will commence as quickly as possible.

The Rock Island Plow Company has established an office at Denver under the supervision of the Rock Island Implement Co., Kansas City, Mo., and under the personal management of J. D. Gumaer.

The Waukesha Motor Co., Waukesha, Wis., has increased its capital from $1,000,000 to $2,000,000. The works have been materially enlarged during the past year and further extensions are planned.

An amendment has been filed to the articles of incorporation of the Stinson Tractor Co., of Minneapolis and Superior, providing that the capital stock shall consist of 50,000 shares, par value, $10.00 each.

The Oliver Chilled Plow Works, of South Bend, Ind., has bought the Parlin & Orendorff building at the southeast corner of Thirteenth and Hickory streets in Kansas City. The consideration was $375,000.

A large addition to the plant of the Wood Bros. Thresher Co., Des Moines, Ia., is in course of construction. It is stated that the company plans to produce more than 1,000 grain separators during the next fiscal year.

The Kohler Co., Kohler, Wis., manufacturers of motor-generator units for farm lighting and power plants, will erect a brick and steel addition, 105x300 feet, to furnish additional factory space for the manufacture of their products.

The J. I. Case Plow Works Co., Racine, Wis., has broken ground

ANNOUNCEMENT

Winner Fanning Mills

ARE NOW ONLY SOLD BY THE ORIGINAL MANUFACTURERS

Can be furnished with Bagger or Wagon Box Elevator

Built in Five Sizes: To be used by either Hand or Power : : :

The **WINNER** Mill has been greatly improved and is now manufactured and sold only by us. We are willing to send this Mill on trial to any reliable dealer on a guarantee to do better and faster work than any other Mill.

DEALERS: WRITE FOR PRICES

AMERICAN GRAIN SEPARATOR CO., LIMITED
WINNIPEG, MAN.

NOW

When oil containers are hard to get, and the need is urgent

MAX OIL WAGON TANKS

WILL BE WORTH TO THE OIL USING HARVESTER

TWICE The Very REASONABLE PRICE

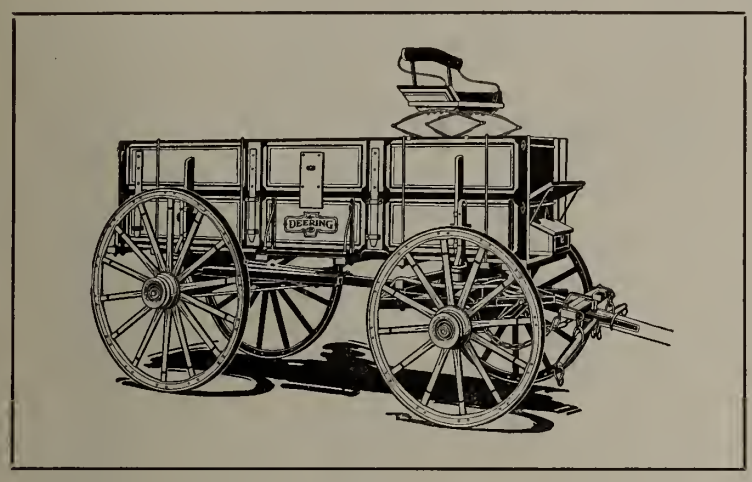
AT WHICH THEY ARE SOLD

Get in Line to Supply the Demand

Western Steel Products Limited

WINNIPEG Man. | REGINA Sask. | CALGARY Alta. | EDMONTON Alta.

See last paragraph below. In this advertisement wagon prospects are referred to International agents.



Farm Wagon Requirements

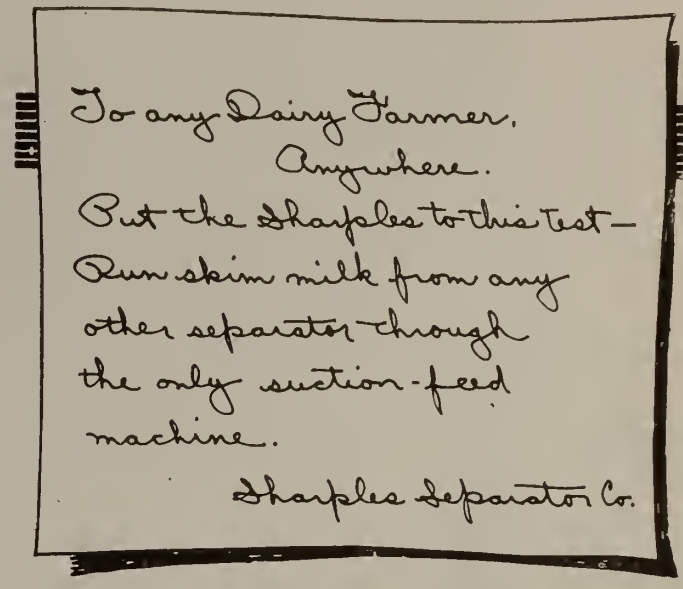
HAULING heavy loads over rough country roads requires a wagon that is built of well-seasoned A-grade lumber, with gears ironed and braced to resist wear and severe strains; a wagon with heavy hickory axles, cut full at the bell; properly dished wheels with double-riveted oak rims, hickory or oak spokes, and electric-welded tires set hot; hounds set wide apart to carry the load near the wheels, and various other features that are found on

McCormick Wagons

Sold by International agents everywhere. Consult the one nearest you in regard to a wagon that will give you years of good service. Look for the name "McCormick."

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N BATTLEFORD, REGINA, SASKATOON YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N B.



THIS invitation is extended to all the dairy farmers of Canada through dairy and agricultural papers of large circulation.

The invitation is founded upon actual foreknowledge of the result as has been proven in countless official tests by experiment stations and agricultural colleges.

The Sharples Suction-feed Cream Separator skims clean at any speed. It is the suction-feed principle that enables it to do so and that principle is protected by patents. No other separator can use it.

The knee-low supply tank, the one piece tubular bowl—no discs to clean—are other exclusive Sharples features.

The separator that gets the most butterfat out of milk is the only one it will pay the thrifty dairyman to buy. It is because we know the Sharples gets more butterfat than any other separator that we ask the prospective buyer to put it to a test that cannot fail.

Dealers having a Sharples contract reap the benefit of the wide advertising of the unanswerable Sharples challenge:—*Skims Clean at any Speed.* They are able to *prove* to the dairy farmers that it costs less to own a Sharples Suction-feed Cream Separator than it does to be without one.

Sharples
SUCTION-FEED
CREAM SEPARATOR

THE SHARPLES SEPARATOR COMPANY
Toronto, Ont.
Montreal, Que. Regina, Sask.

"There are no substitutes for dairy foods."

for the erection of a four-story building 123x138 at Mead and Water streets. The building will cost $140,000 and is part of the company's plant enlargement program.

Negotiations are pending between the Moline Plow Co. and the Root & Van Dervoort Engineering Co., Moline, Ill., for the purchase by the former of the entire business of the latter with the exception of the automobile branch.

Employees of the International Harvestor Co. will receive a bonus of 60 per cent of all company earnings above 7 per cent in 1921, it was announced by the Board of Directors. The bonus will affect 40,000 employees of the International Co.

The St. Boniface building inspector has granted a permit to the Western Steel Products, limited, St. Boniface, to build a $20,000 addition to their factory. It is to be 100x42 feet, a two-storey brick and concrete building with interior mill construction.

A. Sedgwick, advertising department of the Avery Co., states that the factory is working to the limit. H. B. Stinson, South American representative, who has been at the factory since April, left for Chili, Peru, Argentina, and other South American points.

The Two-Way Tractor Plow Co., Denver, Colo., has purchased a factory at West 8th Ave. and Bryant St., where it will manufacture the Two-Way tractor. The building is steel and concrete and the ground floor contains 24,000 square feet of floor space.

The eighth annual sales convention of the Champion Spark Plug Co. was held at Toledo, O., recently. The attendance exceeded that of any previous convention of the company, more than 150 men representing the sales force of the United States and Canada attending.

It is announced that arrangements have been made by which the American Bosch Magneto Corp. has been appointed exclusive selling agent for the Gray & Davis starting, lighting, battery ignition systems, and other automotive accessories manufactured by Gray & Davis, Inc.

Extensive additions and improvements are to be made to the plant of the Hercules Electric Co., Indianapolis, as the result of the sale of the plant for approximately $250,000 to Charles G. McCutcheon, of Indianapolis, and Perry Remy and Frank Remy, former owners of the Remy Electric Co., at Anderson, and others.

The Stinson Tractor Co. is erecting a one-story addition 50x80 to its assembling plant at Superior, Wis. The construction of the company's new plant at Eau Claire, Wis., has been delayed and is not expected to be started until the spring of 1921. The plant at Superior will be used until the new one is completed.

R. H. Procter, who has been with the Rock Island Plow Co. for the past twelve years, four years as assistant manager of the Northern Rock Island Plow Co., Minneapolis, and for eight years its manager, has resigned to accept the position of sales manager of the National Automatic Gate Co., 335 Lumber Exchange, Minneapolis.

A new $35,000,000 corporation has been formed through the merger of the F. C. Austin Machinery Company, Inc., the Linderman Steel & Machine Company, the F. C. Austin Drainage Excavator Company, the Municipal Engineering & Contracting Company, and the Toledo Bridge & Crane Company. The merger will be known as the Austin Machinery Corporation.

The Samson Tractor Co., Janesville, Wis., has poured the first heat in its new gray iron foundry, one of the largest in the central west. With the supply of malleable castings assured by the recent acquisition of the Waukesha Malleable Iron Co., at Waukesha, Wis., and work on machine shops and assembling rooms nearly completed, the plant in Janesville will be able to attain sizable output about the middle of September.

The New Idea Spreader Co., of Coldwater, Ohio, which has been operated as a partnership for the last twenty years, has been formed into a $2,500,000 corporation, of which there will be issued $2,000,000 common stock, paid in, and $500,000 preferred stock. The preferred stock is now being sold. The officers of the new corporation are: President and sales manager, Benjamin C. Oppenheim; vice-president and factory manager, Henry Synck; secretary, Theodore Openheim; treasurer, Joseph Oppenheim.

Farm Engines in the Best Selling Class

The gas engine is a best seller because it saves the farmer's time and eliminates labor. Time is far too valuable to the up-to-date farmer, especially during the busy seasons, that he should be required to spend several hours each day doing work which an inexpensive gas engine will handle with ease. The small gas engine is a handy maid of all work, and is a tireless worker. It is not the writer's intention to mention all the varieties of work which the small engine will handle. Some of the most common uses are pumping water, operating electric light plant, washing machine, grindstone, cream separator, churn, etc. The owners of many farms keep a tractor or big stationary engine for heavy work, relying upon the small engine for light work. In pumping water for any purpose the small gas engine is well adapted, and its use has made modern plumbing possible in numerous farm houses. The dealer should push his engine trade early and late.

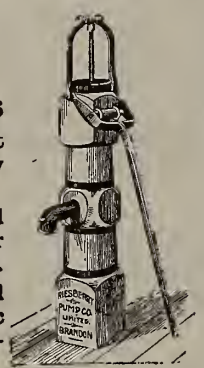
An Eastern Canadian Tractor Demonstration

The Macdonald College Farm, Quebec, will this year be the scene of a Plowing Match, Tractor and Farm Machinery Demonstration, on October 12, 13 and 14. It is being held under the auspices of the Eastern Ontario and Western Quebec Plowmen's Association. It is expected that it will be even more successful than the fine demonstration staged by the same organization at Ottawa last year.

McKim's Open New Office

A. McKim, Limited, a well known Canadian advertising agency, with offices in Montreal, Toronto, Winnipeg, and London, England, has added a fifth office, at Hamilton, Ontario. B. B. Stewart, who will be in charge at the new premises, has been connected with A. McKim, Limited, at Toronto for the last eight years. The company handle several large advertising campaigns for farm equipment lines.

PUMPS
AND
Clothes Reels



Made in the best equipped factory in Canada.
We make and handle pumps for all kinds of work.
We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

For Bigger Fall Business
STINSON TRACTORS
18-36 H.P.

The Stinson delivers more drawbar pull for its weight than any other tractor of similar horse-power. Perfect balance; 85% of weight is on the drivers. We draw attention to our valuable, patented front end adjustment, whereby the front end is set over to drop the right front wheel in furrow, giving a perfect self-steering outfit. Not any of the land is double-packed by the wheels. On account of width, our swinging drawbar pulls from centre of tractor in front of frame, and has a wide adjustment for all hitches.

A Real 4-Plow Tractor of Proven Quality

In every territory the Stinson has proven its superiority in the field. Has heavy-duty Stinson-Beaver motor, 4¼ x 6. Dixie high tension ignition with impulse starter. Hyatt heavy-duty roller bearings throughout. Kingston carburetor. Speed, 2½ to 3 m. p. h. Develops ample power to handle 3-4 plows—the combination the farmer demands for everyday needs. Great reserve power—under all conditions will operate a 28-inch separator with complete equipment. Belt drive is direct—no gears in motion—no lost power.

Let us send you complete details of the Stinson 18-36. This agency is a profit-maker for dealers. It will add both to your profits and prestige.

DEALERS: Grasp This Opportunity. Write at Once

Tractioneers LIMITED.

Phone: N 8569
445 Main St. Winnipeg, Man.

IMPLEMENT DEALERS

Here Are More Reasons Why Jumbo Engines Sell Readily

JUMBO FARM ENGINES

Oversize Valves Reduce Carbon

Carbon forms when the cylinder walls and head of an engine become hot enough to burn the lubricating oil.

Jumbo Engines have oversize exhaust valves—burned gas escapes quickly and less heat is absorbed by the metal, thus helping the adequate Jumbo cooling system to prevent overheating and the resulting carbon formation.

Unusually large intake valves insure a full charge of fuel and maximum power.

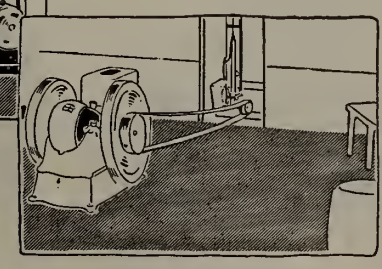
More than 100,000 Jumbo engines are in use—they *must* give satisfaction. Sell Jumbo Farm Engines. The satisfaction your customers get from Jumbo Engines will build your business.

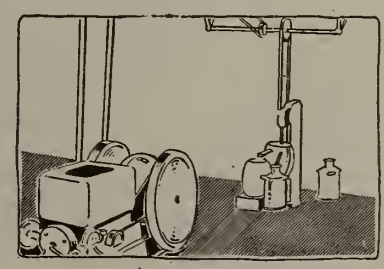
Write our nearest branch for full information on this unusual farm engine. Do it to-day.

Manufactured by

NELSON BROTHERS COMPANY

Saginaw, Michigan, U.S.A.





We also manufacture a line of feed mills and pump jacks. . . .

TUDHOPE-ANDERSON CO. LTD.

Western Canadian Jobbers

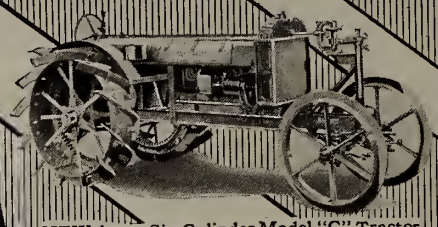
Winnipeg Regina Saskatoon Calgary

1921 Money-Makers

Medium Sized Tractors

8-16 H. P. Avery Tractor.

Small Tractors

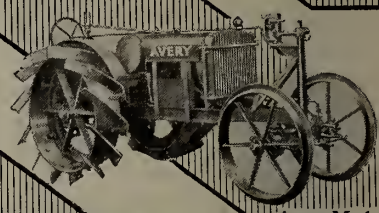


NEW Avery Six-Cylinder Model "C" Tractor.

Motor Trucks

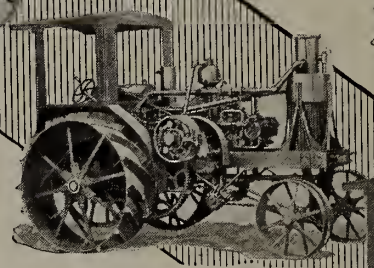
The NEW Avery One-Ton Motor Truck.

NEW Four-Cylinder 12-20 H. P. Avery Tractor.



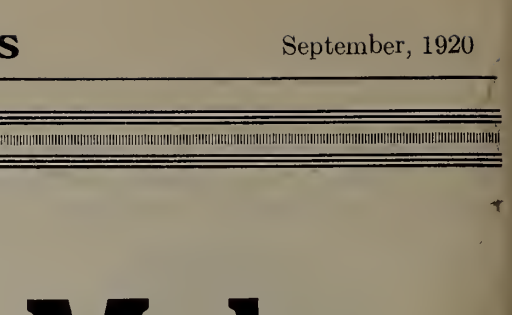
Avery Model "B" 5-10 H. P. Tractor.

Large Tractors

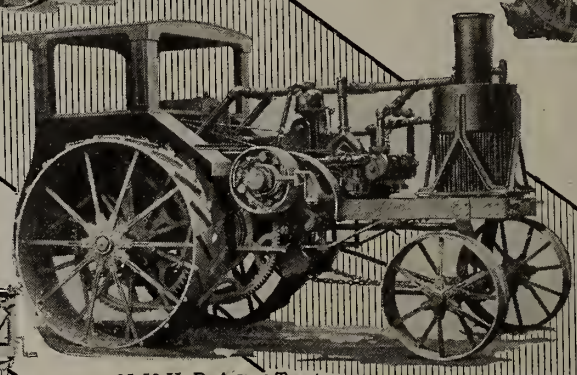


12-25 H. P. Avery Tractor.

18-36 H. P Avery Tractor.

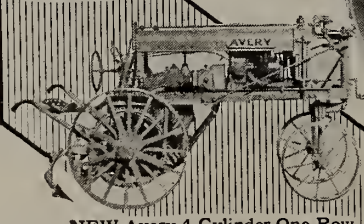


14-28 H. P. Avery Tractor.

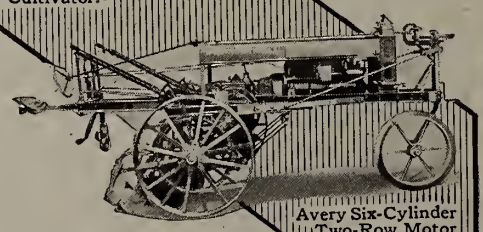


25-50 H. P. Avery Tractor.

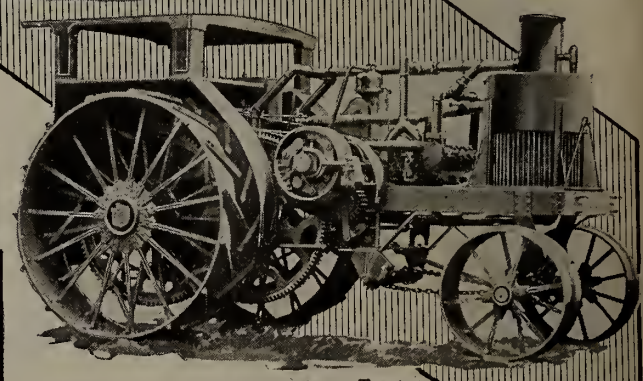
Motor Cultivators



NEW Avery 4-Cylinder One-Row Motor Cultivator.



Avery Six-Cylinder Two-Row Motor Cultivator.



40-80 H. P. Avery Tractor.

for Avery Dealers

New Avery Contract Now Ready

Here's the money-making Avery Line for 1921—the most complete line of motor farming machinery ever offered by one company—all in *one* contract. Think of the wide range of profitable business it can bring to your store.

With the Avery Line for 1921 you have power machinery to fit the needs of any farmer with any size farm. You can make the most of every sales opportunity in our territory, whether it be with tractors, tractor-drawn tools or tractor-driven machinery—you can keep money coming into your store every month of the year.

You have the sale of:

—a line of two small Tractors for farming, orchard and other work.
—a line of three medium-sized Tractors for farming, individual threshing and road maintenance.
—a line of two large Tractors—for large farms, custom threshing and road building.
—a line of Motor Cultivators in one and two row sizes (the biggest sellers ever added to the Avery Line).
—a line of One-Ton Motor Trucks (another money-maker now ready for Avery Dealers).
—a line of seven Roller-Bearing Separators (Champion 'Grain Savers" that sell as fast as Avery dealers can get them).
—a complete line of "Power-Lift" Moldboard and Disc Plows in all sizes for every size Avery Tractor.
—a line of "Self-Operating" Tractor Tillage Tools, including the Avery "Self-Adjusting Tractor Disc Harrow" (all real one-man outfits).
—a line of Tractor-Driven Machinery, including Avery Roller-Bearing Silo Fillers.

Every machine in the complete Avery line is a money-maker for the Avery dealer.

First, because it is an Avery Machine and enjoys the prestige of Avery quality.
Second, because it provides you with a good profit.
Third, because it is not a "shelf-warmer" but sells quickly, which means frequent turn-over of money invested, and
Fourth, because it gives the kind of service which helps you to sell more Averys in the same territory.

The *new* Avery contract offers you bigger opportunities than ever for 1921. The policy on which this contract is based will convince you that the Avery Company have your best interests at heart. It has new and original features which you ought to know about—features which mean more to you in sales opportunities—more in profits—and much in building substantially for a sound future business.

Address the nearest Avery branch house and let us tell you more about it.

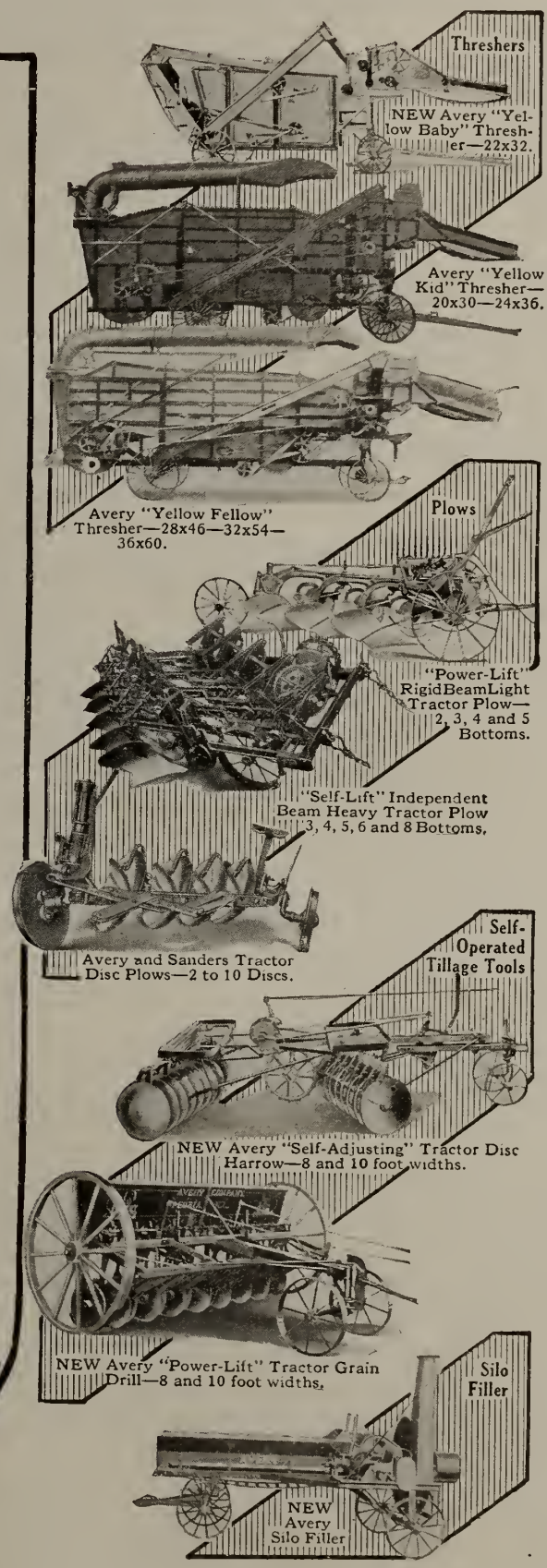
AVERY CO., Factory and Main Office, Peoria, Ill.

Canadian Avery Co. Ltd., Winnipeg, Man.

Branches: Regina and Saskatoon Sub Branches: Lethbridge and Camrose

AVERY

Motor Farming, Threshing and Road Building Machinery


Threshers
NEW Avery "Yellow Baby" Thresher—22x32.
Avery "Yellow Kid" Thresher—20x30—24x36.
Avery "Yellow Fellow" Thresher—28x46—32x54—36x60.
Plows
"Power-Lift" RigidBeamLight Tractor Plow—2, 3, 4 and 5 Bottoms.
"Self-Lift" Independent Beam Heavy Tractor Plow 3, 4, 5, 6 and 8 Bottoms.
Avery and Sanders Tractor Disc Plows—2 to 10 Discs.
Self-Operated Tillage Tools
NEW Avery "Self-Adjusting" Tractor Disc Harrow—8 and 10 foot widths.
NEW Avery "Power-Lift" Tractor Grain Drill—8 and 10 foot widths.
Silo Filler
NEW Avery Silo Filler

Questions the Dealer Asks

Many of the considerations which enter into the service problem now are interminable. There isn't much precedent to go by. But common caution will direct the alert dealer into a serious contemplation of the opportunities that the tractor offers. He will try his best to anticipate conditions in the seasons to come and in some way prepare himself to meet them to advantage. Here are some questions that every farm equipment dealer ought to ask and try to answer:

"Should I make plans to install shop equipment in order to take care of tractor service requirements later on, or should I leave such service to the garage man or blacksmith?" "Is the automobile dealer about to take on tractors and thus become my competitor?" "Can he become my competitor without handling virtually everything that I handle?" "If I permit the tractor service of this community to fall for the most part into the hands of the garage man or blacksmith, will he, too, become ambitious in a sales way and try to compete?" "Am I as well equipped in every way to handle tractor business as the automobile dealer?" "Have I become so used to the old way of carrying on the implement business that I am incapable of seizing the opportunities that the tractor presents?"

Has Got Western Canadian Laws Beaten

A law recently passed by the Louisiana State Legislature, which became operative August 1, provides that dealers in agricultural implements must carry at all times a full line of parts for these implements, this requiring every dealer in farm implements, trucks and tractors to carry complete lines of repair parts for such automotive vehicles, though he may not sell more than two tractors or a couple of trucks a year. The smaller dealers naturally claim that they must quit Louisiana under such legislation or go out of business.

Where the Traveller can Help

There is no doubt that the average traveller in the farm machinery trade has a very good idea of the value of dealer co-operation, yet there is one feature in which the traveller, so far, has shown no great interest. That is the question of dealer advertising. The dealer may in cases, be a steady user of space in the local paper, but the fact remains that in too many towns the farm machinery dealers do not value the columns of the local paper as they should—by investing in advertising space.

If the traveller was somewhat of a student of the advertising of his firm, and of advertising generally, he would be of the greatest value as an incentive to the dealers he calls upon to induce them to use space in the local newspaper. The average dealer is not an expert ad writer, but the traveller who made a study of this art could give him many pointers as to how to make his local advertising effective. Further, the traveller could help the dealer to fix up special sales letters relating to the line he represents; special wall displays or layout of stock on the sales floor. While some dealers might, for a start, consider that suggestions from the man on the road were an interference with their functions as head of the business, most dealers would, we believe, appreciate the co-operation of the travelling man in connection with advertising their lines locally so as to increase the local demand.

It is probably not yet evident, but we believe that the time will come when the trained traveller in every line will place a greater importance in the advertising than is now the case. The advertising of his firm keeps the goods he represents before the dealer, and makes his selling that much easier. Why then, should not the traveller co-operate with the dealer so as to help the latter increase the consumer demand for the goods. In his trips he comes across ideas that may suggest to the merchant ways and means of local publicity that will increase the merchant's profits. But the first essential is that the dealer gets the right idea about advertising locally—that it is an investment not a mere contribution to the local weekly.

Plugging the Leaks

The high cost of everything from household expenses to office supplies to-day compel the business man to study and analyze more carefully than ever every phase of his business. His accounting should have no loopholes for profits to leak out, bad debts should not clutter up his books and impair his credit. He should be ever alert to learn something about his business. The merchant who keeps abreast of the times knows that he can learn a great deal by rubbing elbows with his competitor, by meeting and mingling with men bigger than himself.

Your office is a nice place for the farmer to rest in, but the resulting conversation should be headed toward future business.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

SUBSCRIPTIONS
$1.00 per year in Canada: Foreign $1.25 per year Single Copies, Ten Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, SEPTEMBER, 1920.

Keep Records of Correspondence

Every document formulated in an implement store, without reference to its seeming unimportance, should be executed in duplicate, and the duplicate have a resting place for handy reference. Particularly should a carbon copy be kept of each letter. If this letter is in reply to any communication the copy may be attached to that communication before being filed.

Such a correspondence file will exactly resemble the invoice file commonly used, with the exception that the filing folders will simply bear a label corresponding to the letter of the alphabet under which the communication may be filed. The range of correspondence being so much wider than that of the invoice file, it would be impracticable to label folders for each correspondent. If this file needs expansion at any time the expansion may be provided by a greater division of the alphabet, and a consequently larger number of guides.

The Bank of Health

For some inexplicable reason not enough emphasis is put upon good health as one of the indispensables of continued business success. There are some unhealthy men who have succeeded, to be sure, but in every case that we know anything about their overdraft at the bank of good health was disastrously large.

Of course, it is not enough to take a fortnight's vacation once a year. That will help, surely, if well spent, but it will not altogether suffice. A man must so order his work that he has a definite season of recreation every day and the time allotted for that purpose should no more be wasted than business hours.

Hustling for trade is the proper pursuit of every business man, but, unless he keeps an eye out for his health, something is sure to happen to him that will make it comparatively unimportant whether he ever gets any trade or not. Exercise, ozone and good reading should go right along with cost accounting, salesmanship and store management. Without such an accompaniment, any business itself is bound to become "poorly".

Meeting Catalog Competition

It is one thing for a farmer to order an order out of a catalog and it is quite another thing for him to buy it out of the stock of a merchant that he knows, particularly when the latter makes an intelligent effort to please him.

The difference between the two transactions is so great that the mail-order house must always work against it as an enormous handicap in favor of the local merchant.

It is not every local merchant that realizes his advantage in this or any other respect over the catalog institution. Very often about the only thing he can see in the situation is the obvious circumstance that the mail-order house is very large and that his business, comparatively, is very small. That circumstance, however, has little to do with the local merchant's problem.

His ability to give personal service to the customer is so nearly insuperable, from the viewpoint of the mail-order house, that the only hope of overcoming it lies in the fact that so many merchants fail to apply that ability.

Reliability in Implements

Early in the history of our country, when implements were crude, the farmer could not pay high prices for quality machines —his purpose was to get something that would serve his purpose in clearing his land and getting his crops in, and "getting a start". The farmer, however, has by far outgrown the implement. He has prospered and changed. Many implements are made almost exactly as they were years ago. The farmer to-day is ready for implements that will enable him to reduce his cost per acre of yield, or else increase his yields per unit of area. Reliability is the first thing to be considered in implements.

There is hardly a farmer who is not willing to pay more for an implement that will give him more service, enable him to do more work at reduced cost. It is, after all, just a question of what a man can make out of the implement that he buys. His purpose in buying it, is to make money and if it fails in this, it has failed as an implement.

The Cost of Selling Tractors

It has been contended by a good many implement dealers that they cannot sell tractors on such a low discount when it costs them from eighteen to twenty per cent to do business. A good many manufacturers of specialty lines have insisted that it did not cost that much to sell their lines, and hence such a generous margin was not required to afford a profit.

Dealers are used to that argument and have never been greatly impressed by it. Yet, without a doubt, owing to the far higher volume that each tractor transaction involves, the tractor introduces a brand new element into the factors that determine the cost of doing business.

All of the figures that have thus far been accepted as generally true with regard to the cost of operating a retail implement establishment have never contemplated such a large sales unit as the tractor. It is only logical to assume that when the tractor is figured in it is bound to reduce the cost, providing no extraordinary selling expenses are incurred in handling it.

Those who know the tractor best declare that it costs far less in proportion to sell a tractor than it does to sell a binder. Tractor sales and their effect on the general cost of doing business is a matter to which everyone in the trade can afford to address his attention.

Perfection an Impossibility

The farmer should be deliberately taught to expect a certain amount of tractor trouble. The more progressive farmers are already well sold on the tractor idea. But if the tractor manufacturers, dealers and salesmen permit the purchasers and prospects to harbor the notion that the tractor is a kind of a mechanical wonder that will perform perfectly until the proverbial cows come home, something in the nature of a disaster is sure to befall the tractor market. Ordinary, daylight honesty on the part of all identified with the tractor industry will save worlds of marketing grief later on.

Not only should the dealer and the salesman educate the farmer to the fact that the tractor must necessarily fall something short of perfection, but they should give him a fairly accurate comprehension of what his tractor trouble will probably amount to. It can easily be made manifest to the farmer that, regardless of the sum he will perhaps have to pay out for repairs each year, the tractor is beyond all doubt a highly economical and efficient machine. When this sort of a policy is adopted generally the tractor business will be much "cleaner" and, by the same token, much more prosperous.

Speed in Turnover

The implement, tractor and accessory dealer should gauge his purchases so as to obtain the most rapid turnovers. If some lines sell fast and he can stock them monthly, that means he can handle the business in this line of goods with reasonably small capital. It is the goods that represent a high investment and turn only once or twice a year that tie up his capital. The less of this last class of goods he can get along with, the better for his capital.

Former Saloons now Implement Show-rooms

Reports from Minneapolis state that available sample and display space for implement lines is at a premium. Along Washington Ave., a number of former saloons have been remodelled to act as implement and tractor establishments. Now, if only they'd get the same number of customers and the same cash business as the former occupants of the premises used to enjoy, wouldn't it be jake?

U. S. Commission Condemns Implement Prices

A PRESS report from Washington, dated September 7th, gives the leading features in the report of the U.S. Federal Trade Commission on the prices of farm implements, as made public on September 6th. The Commission declares that the prices of farm implements in the United States have increased without warrant through the "concerted action" of manufacturers and dealers. The commission also recommended the reopening of anti-trust proceedings against one large organization and the institution of judicial proceedings against implement manufacturers and dealers throughout the United States.

The federal trade commission declares that its investigations ordered by the senate, disclosed that between 1914 and 1918, prices paid by farmers for implements advanced 73 per cent, with the greater portion of the increase coming in 1917 and 1918. This increase, the commission asserts, was larger than warranted by the advances in the expenses of the manufacturers and dealers and resulted in unusually large profits.

It is evident, however, that the farmer did not suffer unduly. Notwithstanding the increase, farmers of the United States, according to the commission's report, "were not prevented from making as much profit as before because the prices of farm products increased to an even greater extent."

The report adds that if present implement prices are maintained while prices of farm products decrease, high implement costs "may well become a factor in preventing the farmer from making a fair profit."

Personal

The Englefield Garage has commenced business in that town.

Frank Beondi has opened an automobile concern at Inwood.

M. Houle is commencing an implement business at Moway.

Lomomd Bros. have opened an automobile concern at Buchanan.

John Prokopetz is the name of a new machine dealer at Hampton.

J. Bobey is the proprietor of an automobile business at Waldron.

Howard McDonald has opened an automobile business at Semans.

Charles Horsfield has opened an auto repair business in Brandon.

A. Bach, an implement man at Elma, has sold out to N. Rozak.

S. J. Mitchell has commenced in the harness business at Carlyle.

G. T. King is the name of a new implement dealer at Lanigan.

J. V. Flury, hardware and harness dealer at Midale, has sold out.

Robert Selkirk has commenced an automobile business at Spy Hill.

Smith & Arnott have commenced an auto business at Sedgewick.

Bowden & Leck, dealers at Cornation, are succeeded by Leek Bros.

The Tuxford Auto Service has commenced in the town of that name.

George Wilber has opened a garage and repair business at Calgary.

Ralph Druar, automobile dealer at Ninga, has sold out to McLeod & Betts.

O. D. Lund is now in control of an automobile concern at Lemsford.

W. J. Kemp has commenced operations in a harness concern at Gadsby.

The Prince Albert Motor Sales Co. have commenced operations in that city.

J. E. Johnstone, implement dealer at Milestone, has sold out to S. Krovoski.

C. E. Savage has commenced a vulcanizing and accessory concern at Trochu.

It is reported that the Empire Tractor Co., of Edmonton, may go out of business.

Young's Garage Ltd. are carrying on a garage and auto sales business at Ryley.

The City Vulcanizing Co. is the name of a new concern incorporated at Regina.

John Gotschall, an auto dealer at Vanguard, has taken a partner into the business.

Strathern & Marshall, accessory dealers at Hanna, have sold out to T. H. Williams.

The Moose Jaw Auto Supply Company is a recent incorporation in Moose Jaw.

J. O. Young, an automobile dealer at Castor, has sold out to D. O. Frederickson.

The Northern Valley Garage is the latest addition to the business side of Bowsman River.

The Superior Garage & Battery Works, at Calgary, have been sold out to Robert Best.

Jamieson & McKirdy, implement dealers at Nokomis, have sold out to G. C. Felske.

F. Tweedley, harness dealer, Napinka, has sold his harness business to E. E. Eastin.

Chapman, Lins & Swanson have discontinued their automobile business at Guernsey.

A change in ownership is reported at the Deloraine Motor & Machine Works, Deloraine.

The Island Vulcanizing and Accessory Works, at Victoria, have gone out of business.

The stock and equipment of the Nanton Garage & Machine Shop are advertised for sale.

Fire loss is reported in the factory of the Saskatchewan Bridge & Iron Co., at Medicine Hat.

Duke & McDonald, automobile dealers at Minnedosa, have sold out to Landry and Stephenson.

The Modern Vulcanizing Works has been opened at Courtney by Thomas and Martin McLoughlin.

W. E. Turner, an implement dealer at Ponoka, has sold out in that town to W. O'Brien & Son.

J. H. Braun has bought out the harness business at Altona, formerly carried on by A. D. Friesen.

Isaacson & Wickstrom, automobile men at Eckville, are reported as succeeded by Isaacson & Smith.

S. Sheetniff, a harness dealer at Blaine Lake, has sold out his interests in that town to Lovhinon & Butsky.

Phillip Bond, of the well known firm of Bond & Fryer, implement dealers and exporters, Vancouver, died recently.

Neil & Crydeman, implement dealers at Vernon, B.C., have been succeeded by Crydeman & Kennedy Ltd.

G. W. Brown, an implement man at Montmartre, is stated to have sold out to the Legal Trading Company.

James King, for many years assistant comptroller of the International Harvester Co., Chicago, retired recently.

It is reported that J. K. Hay has bought out the implement and automobile business of Pizzey Bros., at Binscarth.

Algar & Parkinson, garage owners and auto repair men at Drumheller, are reported out of business in that town.

Moyan & Kitchen, auto accessories and specialities, at Edmonton, opened for business in that city during the past month.

McLaren & Brown, implement dealers at Lumsden, have dissolved partnership. In future G. S. Felsk will control the business.

Eugene Assailly, a lumber and implement dealer at Laurier, recently suffered considerable fire loss in his business in that town.

In Edmonton the Jasper Tire Repair Co. have opened for business, while the auto repair shop of Jos. Johnson has been discontinued.

Robert Gray, president of the Gray-Dort Automobile Co., Chatham, Ont., has been elected a director of the Standard Bank of Canada.

Peters & Smith, implement dealers at Camrose, have dissolved partnership. It is stated that Mr. Peters will continue the business.

F. B. McIntyre, the implement man at Star City has taken a partner into the business. The firm name now reads McIntyre & Dorwood.

The Townsley Manufacturing Company, Brandon, have received authority to increase their capital stock to take care of a large expansion in their business.

The Stockholm Cream Separator Company has been incorporated at Winnipeg to handle the "Stockholm" separator, a machine made in the Swedish city of that name.

Notice is given that the Watrous Engine Works Co., Ltd., Winnipeg, manufacturers of fire engines, saw milling machinery, etc., have increased their capital to $250,000.

M. Schibsby, manager at Minneapolis for the J. I. Case Plow Works Co., of Racine, Wis., visited the headquarters of the Canadian Fairbanks Morse Co., in Toronto, during August.

A recent incorporation at Winnipeg is the Jumbo Metal Works. It is stated that the new concern will specialize in the production of metal garages, shingles, siding, grain picklers, culverts, etc.

We regret to report the death of Norman F. Kent, an implement dealer at Magrath. Deceased had done business for years in that district and his death was deplored by a wide circle of friends.

The Samson Tractor Co., of Canada, with headquarters at Oshawa, has been registered to do business in the provinces of Alberta, Saskatchewan and Manitoba. The company will handle a complete line of tractors, tractor implements and farm motor trucks.

What Makes Fatty Arbuckle So Fat?

Why, the hams and bacon, steaks and potatoes, muffins and wheat cakes, pies and pastry, which all trace their origin back to the farm, plowed and stirred, cultivated and harvested by farm machines.

Fatty Arbuckle isn't like the self-important city business man who thinks he's the only guy who amounts to anything in this world and who doesn't know that unless some farmer and his farm machines were out working for him he would starve to death or else make a quick short cut for a piece of land. Fatty knows what makes him fat and what gives him the strength and good nature to knock the movie fans out of their chairs.

Fatty's place (see props in background) is sort of headquarters for International Harvester farm machine people at Los Angeles. There's an I H C branch house there, and the International and Fatty have got to be good friends. They say he's got a cellar and everything, but anyway, the man to Fatty's right is Chas. P. Hawkins, advertising man at the Los Angeles branch, and the lady and gentleman at Fatty's left are Mr. and Mrs. H. N. Ross, Mr. Ross having just returned from being assistant manager of the Melbourne branch of the International Harvester Company, of Australia. All International Harvester people are trying to sell enough farm machines to cultivate enough acres to grow enough food and raise enough pigs and cattle to produce enough hams and bacon, steaks and potatoes, muffins and wheat cakes, pies and pastry, to keep Fatty Arbuckle fat. Selah!

Fatty Arbuckle with some I.H.C. Folks at Los Angeles

How Cars are Used in the United States

Ten thousand automobile owners in ten states have just answered a questionnaire sent out by the U. S. National Automobile Chamber of Commerce. Their answers show that nearly 90 per cent of all passengers cars are used to some extent for business. Only 11.2 per cent are used exclusively for recreation. About 60 per cent of the total mileage of all passengers cars is for business purposes.

There are 6,800,000 passenger car owners in the United States. Answers to the questionnaire show that the average owner estimates his business efficiency is increased 56.7 per cent by the use of his car. This increased efficiency, if extended to the whole number of car users, would be equivalent to adding 3,855,600 men to the country's total man power. In other words, the 800,000 men making and selling automobiles and accessories have added more than four times their own man power to American life—industrial, agricultural, commercial, professional.

Jones is Promoted

W. J. Jones, manager of the J. I. Case Plow Works Co., Racine, Wis., has been elected a vice-president of the company in charge of production. This promotion was tendered Mr. Jones in recognition of his services.

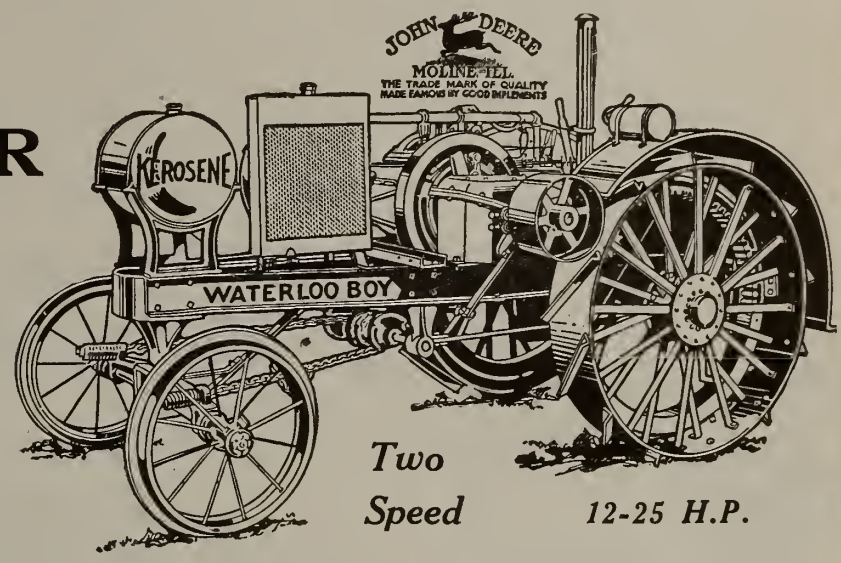
John Deere Dealers are Bound to Profit

BECAUSE John Deere farm equipment is only sold through John Deere dealers. Because such marked superiority is found in each and every piece of John Deere farm machinery—that dealers find it takes less sales effort to sell them—and that every sale nets them a satisfied customer.

WATERLOO BOY KEROSENE TRACTOR

We now have a good stock of Waterloo Boy Kerosene Tractors ready for immediate shipment.

Here's a chance for you to sell your customers a tractor this fall—that gives greatest satisfaction and lasting service under the hardest working conditions. Order now.



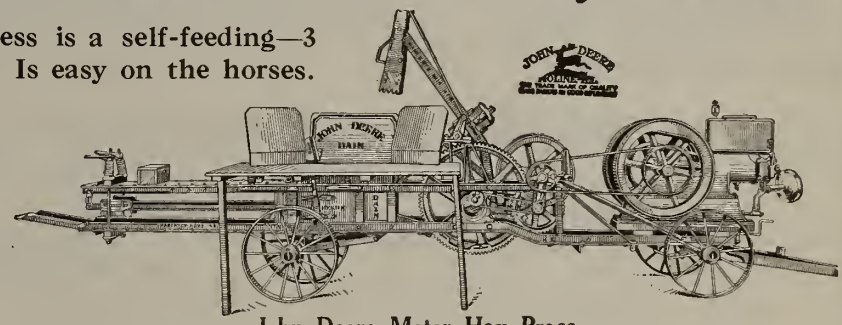
Two Speed *12-25 H.P.*

John Deere Pull-Power Hay Press

John Deere Pull-Power and Motor Hay Presses

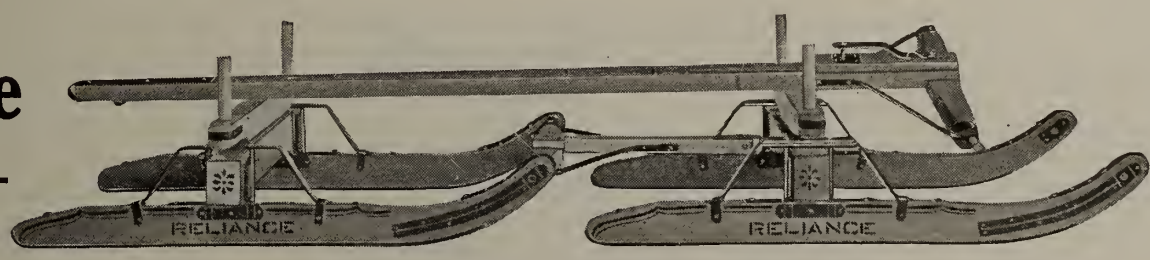
The John Deere Pull-Power Press is a self-feeding—3 stroke continuous travel press. Is easy on the horses. Has large capacity. Light and uniform draft. Small pitman. Bales delivered at front of press saves time and labor. Steel throughout. Simply constructed. Write for folder.

John Deere Motor Press—powerful, simple and durable. Easier, better and quicker method of baling hay. Can be had with or without engine.. Delivers well-pressed bales. Large capacity. Write for folder.



John Deere Motor Hay Press

Reliance FARM SLEIGH



You prefer to always sell your customer the best. The "Reliance Sleigh" is one you can honestly recommend. Constructed of good solid material throughout, including tongues, bunks and bolsters. Runners are not built up—they are made in one solid piece 6 ft. long. Each sleigh strongly built and attractively finished. Write for folder.

John Deere Manitoba Jumpers

Quality Jumpers that bring general satisfaction. Well-designed and strongly constructed. Thorough workmanship. Back and sides bolt securely together. Well-upholstered. Spring cushions and back. Three styles—plain or with fore-doors—or with fore-doors and top. Write for particulars.

JOHN DEERE PLOW CO. LIMITED

WINNIPEG REGINA SASKATOON CALGARY EDMONTON LETHBRIDGE

The Value of the Modern Trade Paper

In every line of business we have to-day trade or business publications. These serve all units in a particular line of industry or commerce, and some—such as Canadian Farm Implements—combine the functions of both a trade and technical journal, since as machinery or equipment is dealt with there is necessarily editorial articles dealing with not only the distribution and sale of the machine, but also its construction and efficiency to perform certain operations for which it is designed.

The greatest consumer demand creating force in the farm machinery field is machines in the hands of satisfied farmers.

The second greatest demand creating force for merchandise is the recommendation of an established and favorably known dealer If we reason the matter out, we assume that a dealer knows good machinery or else he could not stay in business. Therefore, it is quite logical to accept his judgment.

What every manufacturer is striving for is to place his farm equipment in the hands of the ultimate consumer at a minimum of expense. This requires consumer demand and distribution.

The average manufacturer has thought of trade papers in terms of distribution only. He has not considered that every dealer is potentially a local demand creator for machinery and that his trade paper advertising pages should tell an editorial demand creating story.

The implement dealer pays money for a subscription to a trade paper to get sales building. ideas, and every new idea he gets must tie up with some manufacturer's line of machinery.

The implement and tractor trade paper is here and always will be here, because the trade must have help in turning new problems into net profits.

That brings us to the present economic situation. We are entering upon a period of declining prices. It is a bear market. During the last few years prices were going up and any fool could make money in a bull market. The dealer's problem during the last three years has not been demand creation, it has been a problem of getting the goods. Here is a new deal.

The dealer's greatest problem to-day is in financing his sales, and in future in selling in the face of falling prices. He must be assisted to create a demand for new lines in order to maintain his volume.

Some of the things the dealer wants to know from a trade paper follow, but he can get them not only editorially but as very pertinent matter which the manufacturer or wholesaler could use with value in his advertising:

What to buy, how much and why?

How to sell sanely or whom not to sell to?

What discounts to expect from manufacturers and why?

Possible rates of turnover to expect during the next twelve months and why?

What service should be given customers under present conditions?

On what new lines should a local demand be created at certain seasons?

What lines upon which a demand is already created should be passed up, because as the purchasing agent for his customers it is not to their best interest to buy now?

What sales service can he legitimately expect from manufacturers?

No matter how small a dealer may be, no manufacturer or wholesaler should ever forget he is a business man—in fact, he is more fundamentally a business man than most of us because he has the business courage to buck a payroll and the guts to gamble his own money every day on his own business judgment.

The Tractor of the Future

The tractor to be completely successful must displace the farm horse. It must do all the horse does—and more. The horse does not fill silos, saw wood or thresh grain. It is, therefore, of more than passing interest to consider just what size the tractor of the future will be.

One expert in analyzing the results of a series of tractor tests draws some conclusions from data of maximum performances of many tractors, and his views will

Introducing the Westwo Perfect Equalizer

The Dealers' Biggest Sales Opportunity!

The illustration shows the equalizer arranged two horses abreast for six horses. "Westwo" Perfect Equalizers are made to handle anything from two to thirty-six horses.

Solves the Draft Problem

No matter what your customers' needs may be there is a standard combination to suit him. Concentrate your sales effort on the "Westwo" Perfect Equalizer and you get the business in your locality.

In 14 Sizes:

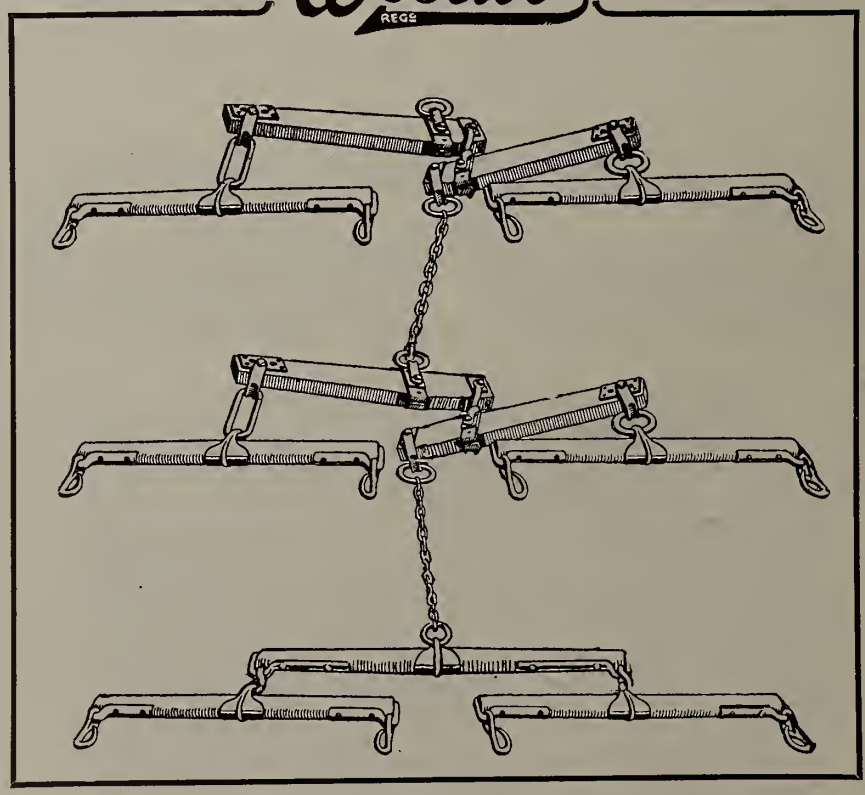
TWO-HORSE LEAD BAR SET

Two-abreast (4 horses)
Two-abreast (6 horses)
Two-abreast (8 horses)
Two-abreast (10 horses)

Three-abreast (3 horses)
Three-abreast (6 horses)
Three-abreast (9 horses)
Three-abreast (12 horses)
Three-abreast (2 in lead)

Four-abreast (4 horses)
Four-abreast (8 horses)
Four-abreast (12 horses)
Four-abreast, two in lead (10 horses)
Four-abreast, two in lead (14 horses)

And any combination up to 36 horses.



Every Farmer a Prospect. To show it is to sell it.

The simplest Equalizer made and the best, reinforced against wear and breakage. The only hitch that will equalize a horse in the position he works. Very light; throws the draft higher on the team. Very little pressure on top of the necks because of high draft and light weight.

A Standard Combination for Every Haulage Necessity

Every horse does its share, no more. The "Westwo" Perfect Equalizer gives greater range of backward or forward movement and more spring or life than any other hitch made.

Our three-abreast hitch does away with bunching and has proved very popular. It has every equalizing feature, is well balanced, and every horse gets its share of the load. Don't stock any other line until you fully investigate the "Westwo" Perfect Equalizer.

DEALERS: Get the agency for this line. Don't delay. Write us for Literature, Prices and Attractive Discounts. This is a real Money-Maker. Ask for our new catalog No. 17 D.

D. ACKLAND & SON, LIMITED

WINNIPEG, MAN.

be of interest to the tractor dealers throughout Western Canada. His conclusions were:

1. The drawbar rating of a tractor, at least of the round-wheel type, is practically meaningless unless the quality of footing is definitely specified.

2. Beyond a certain point, a high ratio of drawbar pull to tractor weight decreases rather than increases drawbar efficiency.

3. Slippage is the greatest variable quantity in the power loss between motor and drawbar.

4. Four-wheel tractors of typical design are likely to show decreased power and efficiency when the drawbar pull exceeds approximately 40 per cent of the tractor weight.

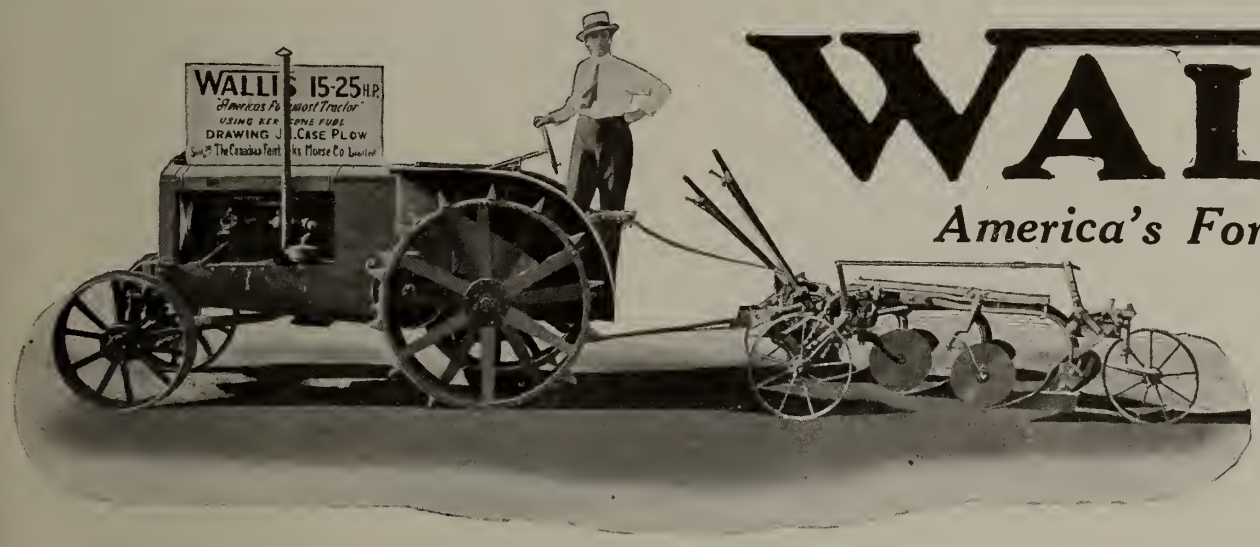
Forty per cent of the tractor's weight on a plowing job means not to exceed 25 per cent of its weight when operating on plowed land in preparing a seed bed or in cultivating to conserve moisture. A 65 per cent efficient prime mover emplaced in a 50 per cent efficient tractive unit with a 10 per cent waste in slippage certainly should not satisfy the responsible executive of the tractor industry, and the distance yet to be traveled in producing animal-displacing tractive machinery should prove a stimulus to the engineering profession. The problem is more than an engineering one. It concerns the executives of the industry far more, for it is true that their engineers will produce what they require.

Westwoods Appoint Sales Agents

Westwoods Limited, Winnipeg, manufacturers of hitches, harrows, wagon parts, sleighs, etc., report they have appointed as their sales agency for Western Canada the L. T. Walls Sales Ltd., Confederation Life Bldg., Winnipeg. The latter concern will handle the entire "Westwo" line to the jobbers throughout the west, dealers procuring their supplies of "Westwo" goods from these jobbers in the various centres.

The wood concern report that they are very busy in their large factory at Winnipeg. A new boiler room has been added giving them a battery of three boilers. Difficulty in securing hardware stocks is passing, reports the company, but it is extremely hard to procure irons and other hardware as required for implement and wagon woods.

Order your sleighs early.



WALLIS

America's Foremost Tractor

With the WALLIS Live Dealers can secure a Bigger and Enduring Business

Wallis means not only better business to-day but also five or ten years from now. Present profits are attractive, true, but future sales are equally important to you as a dealer.

Remember, every Wallis sold will prove a goodwill asset to you—not a service liability. It will give enduring satisfaction for it is made by a company with over fifty years' experience in giving the farmer reliable goods—a company in business to stay. And the Wallis 15-year record of successful performance is proof positive of its engineering and structural supremacy.

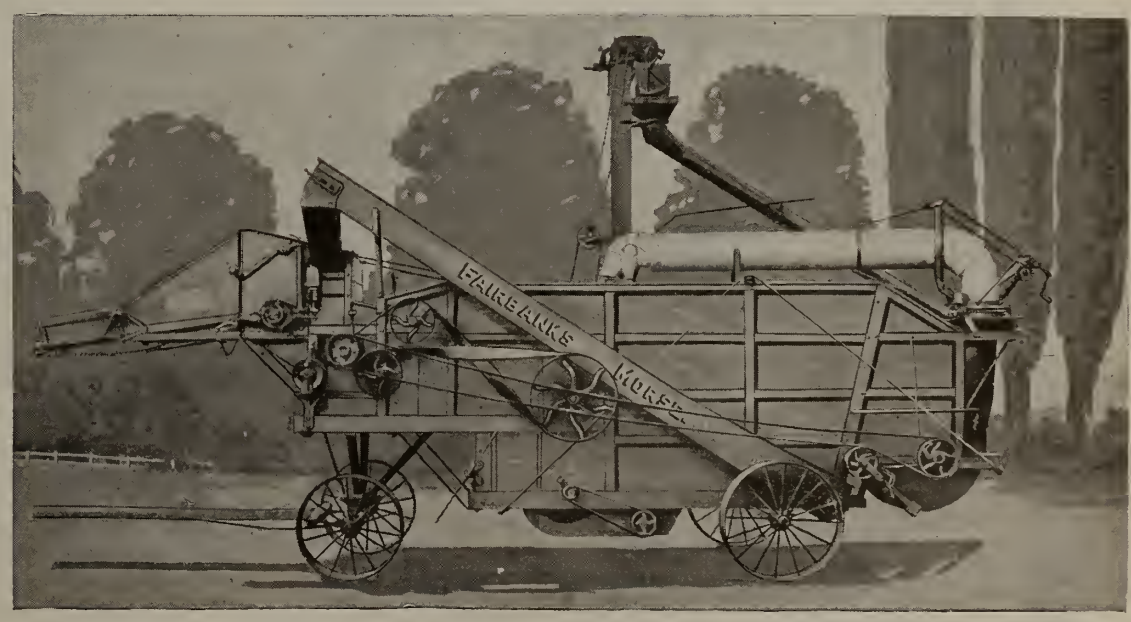
Look at the design—light weight coupled to tremendous strength. The "U" frame construction is the strongest, yet lightest foundation ever built into a tractor. Cut and hardened steel gears, fully housed, operate in a constant flow of clean oil. Motor has removable cylinder sleeves and completely machined combustion chambers. Roller and ball bearings throughout. A tractor where bulk and heavy weight have been supplanted by compact design and super-power. Ask for our agency proposition.

FAIRBANKS-MORSE SEPARATORS are the Dealers' Biggest Sales Opportunity . . . .

Two Sizes: 20x42 24x46

DEALERS:—We can make immediate delivery of our 24x46 separator and will fill your rush orders on the shortest notice. Write, or better, wire.

The demand for Fairbanks-Morse Separators this fall has again proven their efficiency for quick, clean work, easy operation and immense capacity. They assure the farmer full crop value—no wasted grain. Designed especially for Western threshing conditions, they have proven their value to the utmost.



The C.F.M. Line Includes

Type "Z" Stationary Engines — J. I. Case Tractor Plows — Grinders — Crushers — Electric Lighting Plants — Portable Grain Elevators — Scales — Windmills — Water Supply Systems — Pumps, etc.

Write for Agency Particulars

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

SASKATOON WINNIPEG CALGARY (Opening at REGINA Shortly)

Financing Tractor Sales

In time past, the tractor manufacturer, by giving extended credit, enabled the farmer who had not ready funds to purchase the tractor. A change in sales methods is evident in that the tractor, indeed the implement industry, realize that the business of banking should be kept apart from the business of selling farm equipment. The farm machinery manufacturer under present conditions, finds it impossible to finance both the production and sales end of the business, in so far as giving extended credit is concerned.

In this connection we note that several prominent tractor manufacturing concerns have been running advertisements in leading banking publications. They are trying to sell the banker on the tractor, that is, to show the advisabilty of financing purchases of tractors by the banks customers—the farmers. The amount usually involved in the purchase of a tractor is such that the banker is necessary. Either manufacturer, retailer or customer must finance the sale of such a machine on time, and there is no good reason why the farmer should not negotiate a loan for the purchase of a machine which is so necessary a part of modern farm equipment as the tractor.

In their stories to the banks the tractor concerns demonstrate the utility and productive value of the tractor, and consequently its value as the basis for a loan. This advertising to bankers of the tractor companies is of great value to-day, for it must be admitted that in the earlier days of the tractor industry the bank usually regarded the tractor as a machine that was a mighty poor piece of equipment for them to risk a loan on. But the tractor has been perfected since then, and there is as much reason to-day for the bank to loan the farmer funds for the purchase of a tractor, as, for example, for the purchase of livestock, etc.

This advertising will, we believe, do much to impress the banks with the importance of the tractor industry and should influence the situation definitely when the question of financing a tractor purchase comes up. From the standpoint of the tractor dealer, it is infinitely to be preferred that the farmer secure the necessary funds from banking institutions instead of buying on time from the dealer and the company, as formerly. The advertisements in the banking publications of the various companies generally follow the same idea, a good example being a typical piece of copy used by the J. I. Case Threshing Machine Co., Racine, Wis., which says:

"The tractor has come into its own as one of the prime factors of agricultural production. Most bankers are to-day as ready to finance its purchase for a responsible farmer as they were formerly reluctant to accommodate any farmer who confessed to ownership of a tractor. Only a few years ago, the tractor was regarded as an indication of prosperity; the toy of a well-to-do experimenter.

"To-day, it is a demonstrated instrument of prosperity; the dependence of the most successful farmers in any community.

"Case kerosene tractors, like Case steam tractors, and all the line of associated products built by the J. I. Case Threshing Machine Company, are the fruit of 78 years of experience in the continuously successful manufacture of power and farming machinery.

"The farmer who seeks a loan to finance the purchase of machinery built by this company is contemplating a conservative investment in equipment that will make him a better farmer and add to the wealth of the community in which he farms."

Stump Sawing Machine

A stump-sawing machine, invented by Arthur Hamilton of Harrisburg, Ark., is portably mounted so that it can be readily drawn across a field and brought into proper position for operating upon any desired stump. The saw is reciprocably operated by cables which are run over rollers on arms depending from an overhead frame. The cables are attached to a reciprocating crosshead, which is driven back and forth by a pitman and drive wheel, which is driven by a gas engine. The machine is operated by one man, with the saving of all the back-breaking work incident to the operation of a crosscut saw.

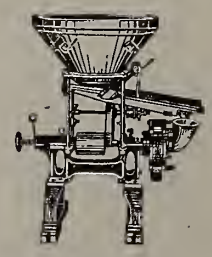
Take a Few Moments NOW—and Write for Our Attractive Dealer Proposition on

ONTARIO WIND ENGINE & PUMP CO. LIMITED

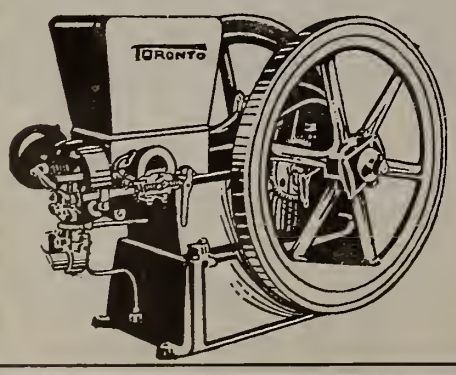
TORONTO

Engines, Saws and Grinders

FARMERS everywhere are recognizing the value of labor-saving equipment on the farm.



The farmers in your community are no exception. With Toronto Engines, Saws and Grinders prominently displayed in your store you will be able to reap a profitable harvest selling them.



Toronto Grain Grinders give the farmer big mill service at small cost right on his farm.

Toronto Engines are wonderful workers. Smooth-running, economical, simple to operate and care for. Run on kerosene or gasoline. They give the farmer more time for producing crops.

Toronto Saws help the farmer to utilize the waste wood on his farm by turning it into fuel.

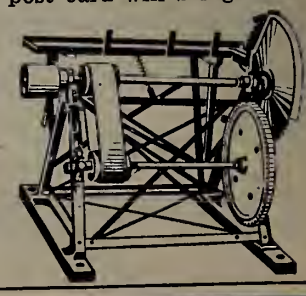
Toronto Products are well-known and favorably received from coast to coast. *The "Toronto" Agency will prove a money maker for you.*

All Toronto Products reach a splendid standard of quality. Dealers who handle them are recognized as ones who give honest value for every dollar they receive.

TORONTO
Labor-Saving
Equipment

Engines, Saws, Grinders, Fanning Mills, Pumps, Well-Drilling Machinery, Tanks, Silos, Ensilage Cutters, Stable Equipment.

We have a few desirable Western territories open for energetic dealers. Perhaps yours is one of them. Get in touch with us at once. A post-card will bring an immediate and full reply.



Ontario Wind Engine & Pump Co. Ltd.

(Western Branch)

WINNIPEG REGINA CALGARY. Eastern Offices: Toronto and Montreal

New Manager for Advance-, Rumely's Branch at Crowley La.

Gerald M. Malmo, better known as "Jerry", has left the Local Sales Department of Advance-Rumely, La Porte, Indiana, to take the managership of their branch at Crowley, Louisiana. This post was formerly held by John Hiram Bass, who took this position at the beginning of 1916, having been Division Collection Manager at the home office in La Porte since the fall of 1911.

Mr. Bass is a man of sterling business qualities, and is well liked by everyone in his territory, so his success is assured in his new venture.

Jerry Malmo, the new manager, has been with Advance-Rumely nine years, with the exception of a year's sojourn overseas with the 88th Division. He began his career with this company in the office of the Minneapolis branch, and in 1916 was made assistant manager. In October 1919 he accepted a position with the Local Sales Department at La Porte, which position he held until August 1st, last, when he left for a short vacation in Minneapolis before taking up his duties at Crowley.

The Modern Automobile

Every once in a while we stop to examine the progress of the automobile field and the rapidity of its movement becomes almost unreal. We are a little afraid that this field must have its limitations and we begin to speculate upon the possible extent of the market.

We forget that no transportation field has ever been limited except by its own capacity to meet the conditions. In fact, it is transportation that has enabled other industries to build themselves up and permitted the social organization to develop. The automotive industry is a transportation industry, and it has developed other industries not merely for the manufacture of its products, but in their capacity to distribute.

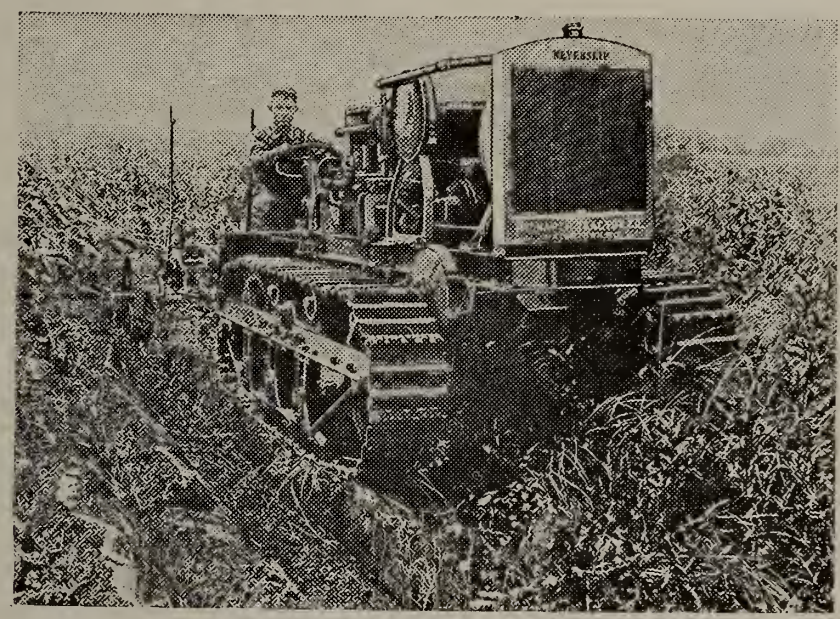
Some people wonder about the usefulness of the passenger car, but the character of our urban life has been entirely changed by its advent, and some such form of convenient transportation is necessary to the circumstances surrounding us. Similarly, the truck has changed short haul and local delivery, and it is changing the situation even over longer distances.

Ability is usually ninety per cent application.

MONARCH NEVERSLIP TRACTORS

THREE SIZES: 16-9 H.P. 20-12 H.P. 30-18 H.P. FOR EVERY FARM USE

STRENGTH



TRACTION

The Monarch has Power to Spare

DEALERS handling MONARCH "Neverslip" Tractors know their customers need not fear the hardest conditions of ground or grade. They know that the principles of MONARCH construction insure its performance up to the full weight of capacity, under every working condition. Confidence in MONARCH power, strength and mechanical excellence helps MONARCH dealers build big, profitable tractor business.

Engine power in a tractor is only valuable in so far as it can be converted into TRACTION. The MONARCH Tracks give an irresistible grip on the ground and utilize the maximum of actual traction for the engine power developed. The tracks are made of wear-resisting Manganese Steel.

For Every Purpose—in Every Season

The motor and transmission on MONARCH Tractors are designed to meet the most drastic tractor requirements. Extra large bearings; slow speed, heavy-duty motors. Ample power for all belt work.

The MONARCH travels over soft, wet or loose soil, and does the work in early spring when other tractors could not operate. The MONARCH gets in the field first—and stays there even after the snow flies.
The dealer does not make good for the MONARCH—it makes good for itself on every job. In every territory where we are not represented we want an energetic dealer to sell M O N A R C H "Neverslip" Tractors. He must be a man who can handle big, profitable business—for MONARCH tractors sell easily—and stay sold.

If you can qualify, and are ready to assume leadership in your territory—don't wait but write at once for full particulars.

DEALERS:—Get the Monarch "Neverslip" Proposition

Manufactured by

MONARCH TRACTORS, LIMITED, BRANTFORD, ONT.

Western Canadian Distributors:

MONARCH TRACTOR SALES, LTD.

146 PRINCESS STREET WINNIPEG, MAN.

McCLENAGHAN & TAYLOR, Lethbridge, Alta. JONES TRACTOR & IMPLEMENT CO., Regina, Sask.

Steel vs. Wood for Roofing

The hand-made wood shingles which our grandfathers used are a thing of the past. To produce them to-day would cost far more than the best galvanized steel shingles. Their successors, the sawn shingles, are, to say the least, a very poor substitute. Good timber is not used in their manufacture generally, for the reason that it is worth more money in some other shape. The process of sawing roughens and tears the surface to such an extent that they hold water like a sponge, which soon rots them. Their lifetime is very short. Most authorities agree that the wood shingle of to-day will not last over 12 or 15 years at the outside, and that only under most favorable conditions. It is, therefore, small wonder that galvanized steel has found a warm welcome in Western Canada. It is a material which, when properly made and used, will last a lifetime of at least sixty years, as there are numerous instances in this country to prove. Many authorities contend that the galvanized steel will wear one hundred years. It cannot burn, rust or decay.

Outside of the actual matter of wear, we have the matter of saving in framing, sheeting and labor to consider, also the fact that roofs covered with sheet steel are fire and lightning proof. The difference in cost between galvanized steel shingles and wood or "composition" roofing is so small as to be hardly worthy of consideration. Not only is the first cost almost equal, but the eventual cost of the galvanized steel shingle is much below that of any other form of roofing.

With some forms of steel roofing, Corrugated Sheets for example, most of the sheeting can be dispensed with, and the sheets laid on battens placed at regular intervals across the rafters.

Steel shingles and siding plates require to be laid on close sheeting; ordinary inch lumber of a fairly even thickness and soundness will do. Where metal is applied as roofing or siding without sheeting lumber, the spacing of the supports depends on the circumstances of the case and the gauge of the metal used.

As a line, steel roofing offers the implement dealer a great source of business, and one that can be made most profitable.

A New Size "Yellow-Fellow" Separator

The Avery Company announce that they are now in production on a 24x40 "Yellow-Fellow" thresher, designed to meet the growing demand for a separator of this size. The 24x40 is a two-bundle machine equipped with self-feeder and band cutter. It has a heavy cylinder with shaft mounted on Hyatt roller bearings, giving very smooth running. The I. X. L. separating device is used for loosening up the straw in order to let the kernels drop through, the fingers being so geared that they dip into the straw 750 times a minute.

Other features built into the 24x40 and which mean much to the dealer and his customer are Hyatt Roller Bearings on windstacker fan and cylinder shafts, iron crankshaft posts, a 2-inch main crankshaft, steel pipe pitmans, double belting from cylinder shaft to crank shaft, a belt winder, double cone pulley belt guide and compressed paper cylinder pulleys.

Lady Melvin-Jones Dead

Lady Melvin-Jones, widow of the late Sir Lyman Melvin-Jones, former head of the Massey-Harris organization, recently died in Toronto, in her sixty-ninth year. She had accompanied her late husband on several of his annual trips through Western Canadian territory.

The Price of Automobiles

Members of the automobile trade do not look for a radical change in the price of passenger cars. The demand has been and still is too far ahead of the supply to warrant any sudden drop or even a general decline of any great proportions. Statistics show a heavy increase in the cost of labor for the making of cars in the past year, and the advance in materials during the same period is too well known to need further comment.

The financial situation will work in at least two ways to curtail the prices on the cheaper models. The partial payment buyer will find it much harder if not impossible to obtain credit from the banks, thus reducing the sales from this source. In this way the less expensive lines of cars will be affected, while the demand for the higher priced cars will not, as the buyer of the latter class of cars usually pay for the car on delivery.

Convention Dates Altered

The U. S. National Implement and Vehicle Association announces a change in the dates of their annual convention to be held next fall at Atlantic City. The dates originally chosen were Oct. 13, 14 and 15, but owing to the fact that another large convention is to be held in Atlantic City on those dates, the association has now chosen Oct. 20, 21 and 22.

Lightning Rod Firm Add to Plant

The Shinn Mfg. Co. of Canada, Limited, Guelph, are about to enlarge their plant. They will erect an addition, 30 x 70 feet, three storeys high, at the rear of their present building, using brick and concrete construction. They expect to complete and occupy the addition in the autumn and will be able to double or treble their present output

The WIDE DRUM

is the feature at plowing

THE GRAY TRACTOR provides the greatest traction surface, in proportion to its rating, of any tractor.

It crushes weeds and stubble ahead of the plow so that the furrows cover it completely and make use of it for fertilizer. It distributes the weight over such a wide surface that the soil is not packed, and no wheel marks are left in the field.

No Bevel Gears—
No Differential—
Quality Throughout

Secure literature and full details from our representative or write for particulars of territory open to aggressive agents.

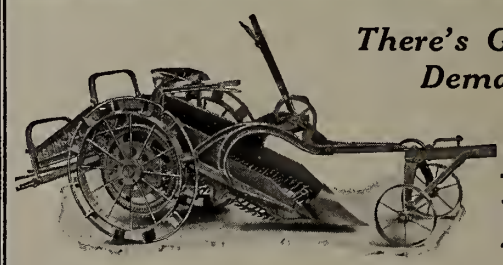
Gray Tractor Co. of Canada, Limited

307-9 Electric Railway Chambers : : Winnipeg, Man.

WESTERN DISTRIBUTORS:

Norton & Leif Co., Ltd. Calgary, Alta. — C. Waring & Co. Moose Jaw, Sask. — The Tractor Co., Ltd. Saskatoon, Sask.

The Hub Garage, Yorkton, Sask.



There's Going to be a Great Demand this Fall for

ASPINWALL Potato Diggers

We are Distributors for the famous Aspinwall Line of Potato Machinery
A large stock on hand of

PLANTERS, SPRAYERS, DIGGERS, and CUTTERS
CORN PLANTERS and SORTERS Repairs a Specialty

A large shipment of Aspinwall Potato Diggers has just been received. Let us know your requirements at once. We guarantee prompt shipment. There will be a great demand for Diggers this year, and we can supply you on short notice. Aspinwall Diggers are the world's standard.

DEALERS: WRITE OR WIRE YOUR ORDERS NOW

WILLIAM EDDIE
Farm Machinery Distributor

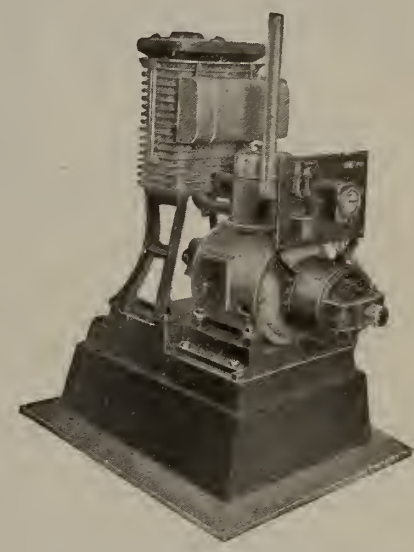
175-179 PRINCESS STREET WINNIPEG, MAN.

Northern Electric
POWER and LIGHT

Belt Connected Plant—operates from any good engine

A Complete Line of Electric Farm Plants and Accessories——

Belt Connected Plants
Direct Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies

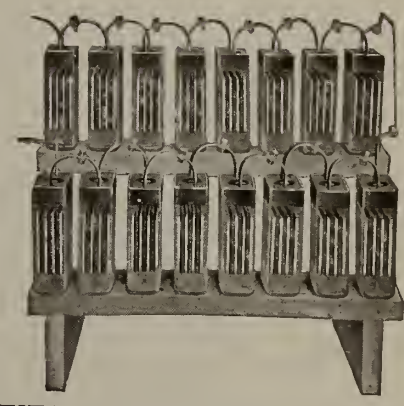


Direct Connected Utility Plant
¾ K.W.—32 Volt.

Automatic Water System showing Tank, Pump and Motor. Capacities: 100 to 1400 gallons per hour

This Line will make you the Electrical Headquarters of your District

With the Plant you can usually sell a Water System, while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.



TITAN Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours

Write our Nearest House Now . . . .
Be the Farm Electrifier of your District

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

Beatty Bros. Branch Managers Meet

Early in August, all branch managers, of Beatty Bros. Ltd., met together at the head office in Fergus, Ont., to discuss plans and set quotas for the new business year, commencing September 1st.

Our photograph shows all branch managers and some of the head office staff. In addition to the Canadian managers, Mr. R. B. Stewart, manager at London, Eng., came home to attend this convention. This is the first visit he has paid to Canada since the founding of the English branch.

Plans were also made for the summer convention of B.T. salesmen which took place August 19, 20 and 21.

Beatty Bros. Executives in Convention:—Back row—M. J. Beatty, general sales manager; R. B. Stewart, manager, London, Eng.; N. J. Cabeldu, manager, St. John, N.B.; J. J. Rutherford, sales manager, Western Ontario; T. A. Farnell, sales manager, Eastern Ontario; D. R. Potter, advertising manager.
Front row—A. S. Walbridge, manager, Montreal; W. H. Sterne, manager, Edmonton; G. A. Renolds, branch representative; J. M. Thompson, manager, Winnipeg; L. P. Winslow, manager, Ontario branch; A. K. Freeborn, manager, Vancouver.

Avery "Oil Field Special" Tractor

For some time oil producers have been making an insistent demand for a practical power machine for use on oil leases which would pull out the rods, tubing and casing easily, quickly, economically and safely.

The Avery 12-25 H.P. Tractor, with special oil field winch, was designed especially to meet this demand. The Oil-Field Special has been put through hard practical tests, and has proved beyond a doubt that it will pull rods and tubing from wells more easily, quickly and with a far greater degree of safety. The operating levers on the Avery Winch are so arranged that they can be handled by the man at the mast just as conveniently as he operated the brake and drum on the mast when a team was used. This tractor and power winch do away with the expense of horses and drivers, as the ordinary pulling crew of three men is all that is needed to do the work in a speedy, safe manner.

The winch is so constructed that it takes its power direct off the motor, and is, therefore, entirely independent of the traction gears, in fact there is not a gear of any kind in mesh except on the winch itself when it is being operated. The power of the motor is transmitted to the winch by means of two sprocket wheels and a Diamond Roller Chain.

This winch will handle approximately 5,000 pounds at 150 feet per minute and in reverse operates at a speed of 225 feet per minute. The spool will carry about 1,300 feet of ½-inch cable; 850 feet of ⅝-inch cable; 570 feet of ¾-inch cable, and 410 feet of ⅞-inch cable.

Are you separating and analyzing your custom, so as to determine just how to obtain the good will of your different classes of patronage?

Alcohol Used as Tractor Fuel

The little country of Esthonia forms the southern boundary of the Gulf of Finland, and was a part of Russia until the recent European war.

On account of the importation of kerosene, and its high price, a successful tractor demonstration was held in that country recently, using alcohol as fuel—alcohol being produced there in large quantity.

In a tractor demonstration, starting on June 21st, the local Oil-Pull dealer of the Northern European Trading Co., Stockholm, showed a 12-20 Oil Pull. The 12-20 pulled a three-bottom 14-inch gang plow through very hard, stony land without effort, turning furrows about 7-inches deep. The kerosene consumption was .607 lb. per horse power hour.

The spectators were very anxious to learn how this tractor would operate on alcohol—the domestic engine fuel.

During the demonstration the tractor was, therefore, operated on denatured alcohol and the results obtained were splendid. The alcohol consumption was .784 lbs. per H. P. hour, or just a trifle more alcohol than kerosene, caused by the smaller amount of heating units in alcohol. Due to these excellent results with alcohol, it is believed that the Oil-Pull tractors will have a great influence on Esthonian agriculture and lead toward greater agriculture improvement.

What Niagara Means

A great manufacturer of automobiles contemplated an output of 1,000 cars per day during the year of 1917, and it was estimated that if he had been deprived of carborundum, aluminum, high-speed tool steel and oxy-acetylene, which are products of Niagara, that he could not have produced 100 cars per day with the same force of men he employed in making 1,000 cars per day. This is a vivid illustration of Niagara's importance to the industry of the country.

Simplicity

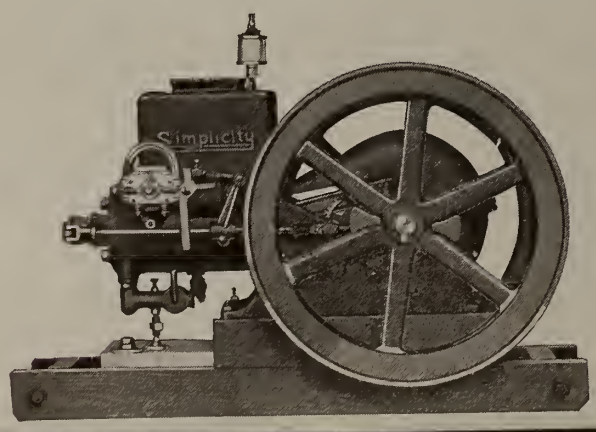
FARMERS appreciate simple construction in an engine. They know that simplicity means more power, longer life and freedom from engine trouble. Note the design of Simplicity Engines. Clean-cut, strong, powerful. No complicated parts to break and get out of order. Everything in full view—easy to understand and adjust.

Sizes—Gasoline 1½ to 16 H.P.; Kerosene, 3 to 16 H.P.; stationary, skidded or portable.

Send for Price List and Catalog

The Turner Tractor Sales Company, Winnipeg, Man.
Power Farm Machinery Company, Edmonton, Alta.

THE TURNER MFG. CO., 215 Lake Street, Port Washington, Wis., U.S.A.
Export Dept., 44 Whitehall Street, New York City



Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

SAMSON

Model M Tractor

The Tractor for All Year Use

If you will judge the Samson Tractor by the value of its utility you will quickly appreciate why so many farmers in the locality have purchased them. The Samson Model M is more than just a power plant for plowing or silo filling. It can be utilized nearly every month of the year. It will save you money in nearly every operation of your farm work.

In the Spring, the Samson is the ideal machine for seed-bed preparation. It pulls a two- or three-bottom plow—a tandem disc harrow—two twenty-foot spike-tooth harrows—two four-horse grain drills. In the Summer, the Samson makes easy work of threshing. In the Fall. it will furnish all the power for silo filling, harvesting and be ready to do an early job of Fall plowing.

In the cold weather. the Samson is right on the job for wood sawing and all other heavy duty winter belt jobs.

SAMSON TRACTOR COMPANY
OF CANADA, LIMITED
SUBSIDIARY OF GENERAL MOTORS OF CANADA LIMITED
OSHAWA, ONTARIO

New Novel By Author of "Deep Furrows"

"Every Man for Himself", the title of a novel recently published, would on first sight suggest a free-for-all fight or an essay on individualism. Yet, in this, his second book, Hopkins Moorhouse, has made a distinct mark in Canadian fiction by weaving a mystery story that will hold even the tired business man awake until he has finished it.

We Westerners know Hopkins Moorhouse; we read with the deepest interest his first book, "Deep Furrows", which gave a vivid description of the genesis and growth of the Grain Growers in Western Canada up to the beginning of the war. It was a story of the co-operative movement in agriculture, but "Every Man for Himself" (The Musson Book Company, Toronto) is frankly and openly, plot, action, mystery — one of the liveliest yarns that a man could read.

It begins in a fog on Front Street, Toronto—you can see and feel such a Toronto night as you read—and it flashes from the Island up to the wild Algoma district. The whole story hitches around a tan satchel containing $50,000, a party election fund packed away by three grafters. It keeps you busy as you progress locating that bag—so many are after it. Where did the money go—and you read on enthralled by the swift, fluent narrative style of the writer. The character studies throughout are excellent, and especially fine is the description of the lonely lives led by the Swedish section men in the silent Algoma country. Mr. Moorhouse does not weary the reader with pen-paintings of the beautiful Algoma scenery, but here and there, in a flash, he etches a picture that you can swear you have seen as during the night you looked through your berth window—the vista of solemn pines, thickly wooded shores and silent lakes lying in the sleeping wilderness.

HOPKINS MOORHOUSE

Action—the book is full of it from the time Phillip Kendrick, the hero, goes a few rounds with a retired pugilist on a point of honor, to the grim scrap of the little group holding a rocky summit in the wilderness as the gang of "hootch" inflamed whisky runners and bush men crushed through the scrub, trying to encircle them in the night. But what is the use to try to describe it when you can get the same measure of enjoyment as the writer by lighting your old pipe, sticking up your feet, opening "Every Man for Himself" and the day's work and worries, even the high cost of living, are gone; you are away from life as you live it until you finally run that satchel and the $50,000 to earth.

To read "Deep Furrows" one thought that Hopkins Moorhouse was of the modern school of essayists who outline in interesting form the romance of an industry or the growth of a political or commercial idea. He is not. He has written a great deal of fiction, but up to the present only in short story form. And so good is his first novel that a motion picture company have offered him $5,000 for the screen rights. But Mr. Moorhouse wants more than that—and he will get it for a story so well adapted to the silent and swift drama.

Hopkins Moorhouse, whose likeness we reproduce, was born at Bervie, Ont., in 1882, educated at London and after graduation became a newspaper man. In 1906 he was appointed private secretary for the Premier of Manitoba. Four and a half years later he became assistant deputy minister of agriculture for Manitoba, getting out the various agricultural publications issued by the department. Since 1915 he has been engaged in free-lance journalistic work—his stories finding ready sales in Canadian and American magazines. "Every Man for Himself" proves that we have a new Canadian novelist, one who writes of Canada as we know it, and the years ahead will see him go far as a writer.

For Calculating Horse-power

One of the automotive publications describes simple horse-power formulas that are remarkably simple and that are claimed to have a low limit of error. In fact, they are sufficiently accurate for making approximate calculations when comparing one engine to another quickly. The formulas are:

$$\text{H.P.} = \frac{B^2S}{3} = \text{for four cylinders.}$$

$$\text{H.P.} = \frac{B^2S}{2} = \text{for six cylinders.}$$

$$\text{H.P.} = \frac{B^2S}{1.5} = \text{for eight cylinders.}$$

$$\text{H.P.} = B^2S = \text{for 12 cylinders}$$

The formula is not intended to be used for extremely high speed engines or for engines having special power producing elements, such as multiple valves, special timing and refinements of that nature. In the above formulas, initial B is the bore of the cylinder in inches and S the stroke of the piston in inches. Care should be taken in each case to use the proper divisor, depending upon the number of cylinders.

Sales Tax Information

T. H. Verner, collector of inland revenue, Winnipeg, has received several new readings from Ottawa on the luxury and sales tax. Among the latest strictures which affect the dealer are the following:

"As regards the sales tax, sales by the manufacturer to a retailer or consumer are subject to the tax of 2 per cent. Sales by the manufacturer to the wholesaler or jobber or by the wholesaler or jobber are subject to the sales tax of 1 per cent.

"Importations by retailers or consumers are subject to the 2 per cent tax, but importations by manufacturers, wholesalers or jobbers are subject to the 1 per cent tax.

"Repair parts sold by manufacturers, wholesalers or jobbers, are subject to the sales tax.

"Bona fide repairs to machinery, implements, tools or other articles are not subject to the sales tax, except in respect of material manufactured or supplied by the repairer and used in the repairs.

"Material purchased by repairers to be used by them for repairs, are subject to the sales tax when sold by manufacturers, wholesalers or jobbers.

Have an efficient cost system.

Sell "REX" CUTTERS

(Formerly McLaughlin)

The No. 34 is Canada's foremost cutter. Built to give years of service. Handsomely finished and upholstered. Get a sample on your floor—now.

Canada Carriage Cutters

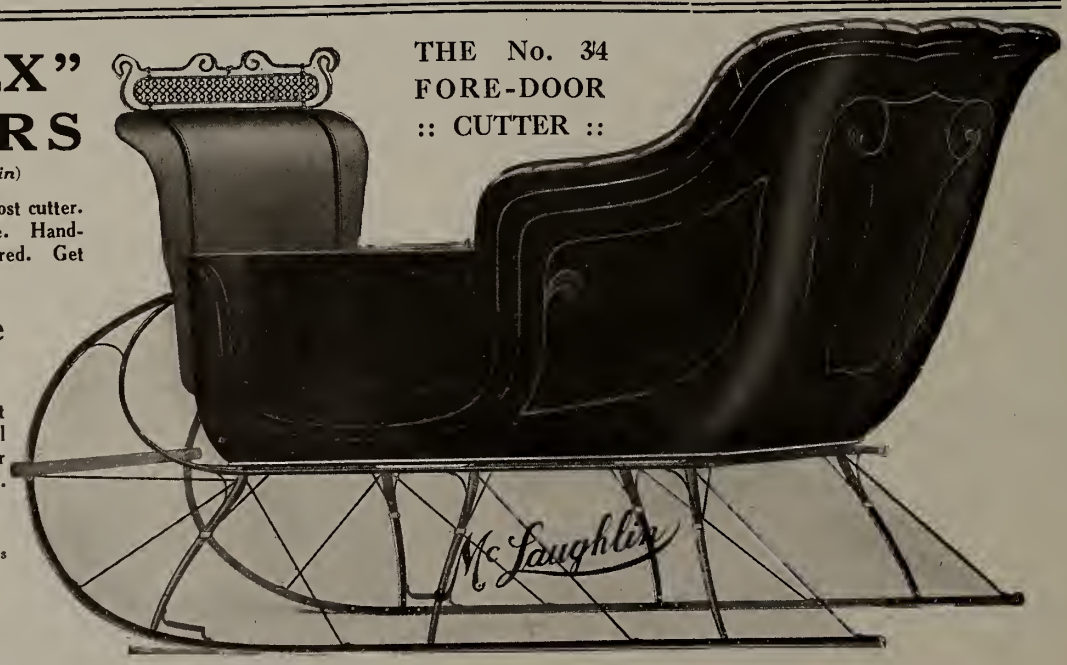
A complete line of cutters that run easy, ride easy and sell with little effort. Ask us for prices and liberal agency offer.

WE HANDLE:

PEERLESS Automobile Trailers
The "FOX" Automatic Grain Picklers
BRISCOE CARS
Touring and Roadster
"TILLSOIL" TRACTORS
18-30 Horsepower

ASK FOR LITERATURE

THE No. 34 FORE-DOOR :: CUTTER ::



DEALERS: We advise you to prepare now for cutter business so that you may ensure delivery. Our lines will get you the business. Get in touch with us.

McDonald & McKinnon

156 Princess Street - - - Winnipeg

AGENTS WANTED

To handle an exclusive line of

Smut Machines and Fanning Mills

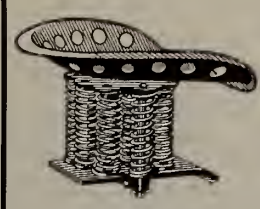
Write for full particulars

Inspection of Machines Invited

There are cheaper machines on the market but none better. Made in Canada and absolutely guaranteed by one of the best known manufacturers of grain cleaning and testing machines in the United States.

THE CUTHBERT CO.

118 Grain Exchange, Winnipeg U.S. Office, Minneapolis



"Makes Implement Riding Easy"

Farmers Everywhere Are Demanding This Seat

THE rapidly increasing demand for the Adjustable Spring Seat by farmers in all sections of Canada and the United States is making it the most profitable article in the farm implement trade. The seat fulfills a long felt want by doing away with the lameness and permanent injury caused by tractor and implement riding on the old, hard, rigid seats. A farmer who has once used one will use no other.

A wide-spread advertising campaign is now being carried on in leading Canadian farm publications, increasing the present great demand. Will you be able to satisfy this demand when farmers begin to come into your store demanding the Adjustable Spring Seat?

Our Dealer Proposition is the most liberal ever made to implement dealers anywhere and absolutely insures you against the possibility of loss. Write for our Sales Plan and begin to reap big profits at once.

ADJUSTABLE SPRING SEAT COMPANY

Headquarters—218 Society for Savings Bldg.

CLEVELAND, OHIO

The Reward of Many Years

THIS company has lived a remarkable history. To tell it in the way of history would be to unfold a story of many pages—a story as wide as world-agriculture and nearly as long in years as a century.

But the story is being told every day in vital and more interesting terms. It is being told in countless fields of the nation, where TITAN TRACTORS are steadily turning kerosene into farm power. Here is summed up the true history of Harvester purpose and success. It is a story of action, rather than of words.

In 1831 Cyrus McCormick placed the first reaper in the grain field and opened the way to a future full of vast possibilities. Then began a manufacturing career that has placed millions of practical machines on American farms and now finds its most modern expression in the TITAN 10-20 TRACTOR.

It is no accident that Titans to-day are toiling the world over, to the end that farm harvests may be greater and better. This tractor is the careful product of ninety years' accumulated endeavor, experience, and contact with the problems in farming. That fact accounts for Titan predominance.

INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

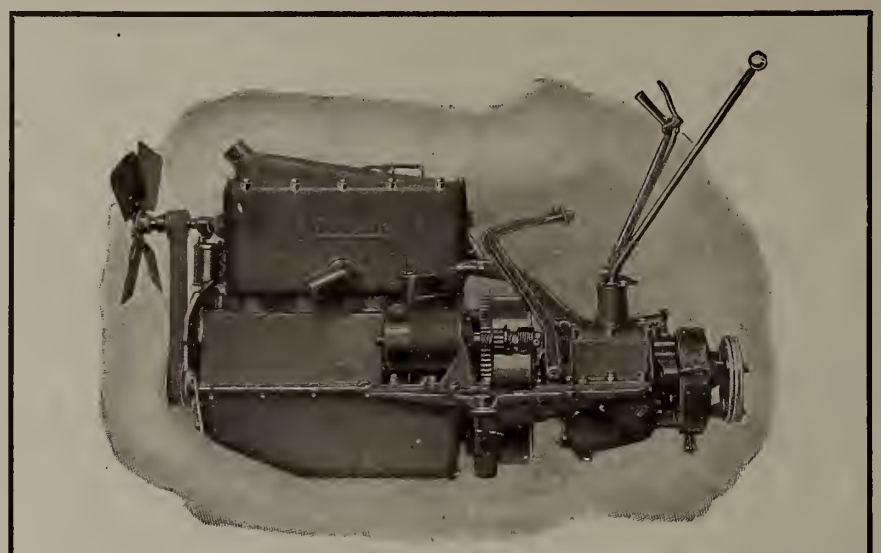
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.

Getting Pay for Your Advertising

Every dealer is well aware of the value of advertising and publicity. He not only believes in them but pays out good hard money for them and knows that this expenditure is in truth an investment which brings him big returns.

There are, however, in every community opportunities for the live tractor dealer to pull off big advertising and publicity stunts—worth hundreds of dollars to his business—not only at no cost to him but at an actual profit in dollars and cents.

William Brobst, manager of the Jones County Hart-Parr Company, of Anamosa, Iowa, put over a big publicity feature recently. An offer had been made of $100.00 to anyone who would move a ten



Side View of Power Plant in the 1921 Model Briscoe Car

ton boiler a mile to the railroad station and load it on a flatcar. Mr. Brobst made a public announcement that he would turn the trick with his tractor. This created a great deal of interest and when the time came for him to make good, the town was on hand to laugh at him if he failed and cheer him if he made good.

And he fooled the wise ones who said he couldn't do it. In slightly over two hours from the time he gave the tractor the juice and threw in the clutch, the big tank was on a flat car a mile away from its starting point.

The story of this tractor engineering feat has travelled all over Eastern Iowa. Newspapers have published it, says the Hart-Parr Company, and pictures of it have been sold—and farmer prospects in Mr. Brobst's territory know that he handles a tractor that will perform well and back up his sales arguments. The publicity Mr. Brobst has received from this stunt could not be bought for hundreds of dollars, and yet he was paid $100.00 to perform the job. The fact that he turned the trick in a way to make it a news feature is the secret of its value. News is always at a premium everywhere.

The Source of the 1921 Briscoe's Power

The Briscoe power plant has always been a wonderfully efficient mechanism, says the Canadian Briscoe Motor Co., and in the 1921 model new refinements have added still further increases to its dependability and its economy.

Motorists thought that the Briscoe's record for low gasoline consumption in the former model was the limit for a car of its proportions. But the new model bids fair to outdo even its remarkable record. Light, carefully finished, reciprocating parts are responsible for the Briscoe's quick snap, and get-away. Large bearings, long pistons, a rigid compact case and perfect lubrication prevent wear and consequent repairs. Perfect enclosure of all moving parts, makes operation unusually quiet, it is stated.

Briscoe demonstrators seem to have a great liking for climbing hills. Doubtless this is because a steep hill makes the Briscoe motor show off its mighty power by easily climbing the slope in high gear. In crowded traffic the motor will slow down to a snail's pace without shifting the gear, says the company, and there are few drivers who care to test Briscoe's "speed" to the limit.

The U.S. Crops

In the United States the largest recent gain was in the corn crop, which is estimated at 224,000,000 bushels more than last month, with a forecast for a crop of over 3 billion bushels. The report of the Department of Agriculture, estimates 2,470,000,000 bushels of wheat, oats, rye and barley, which is 65,000,000 bushels more than was predicted last month, and is 27,000,000 in excess of last year's harvest, indicating that the supply of bread grains this year will be large enough for domestic requirements and all export demands from Europe where the demand is enormous.

PETERS PUMPS

Give More Water in Less Time with Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

ALWAYS DELIVER THE WATER

Dealers: Get Peters' Pump Proposition for 1920

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "comeback." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Kewanee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

Sell "Bulldog" Fanning Mills

This Year the Farmer Should Clean Every Bushel of Grain for Market

Bull Dog Mills are made in Five Sizes, 24, 32, 40 48 and 64-inch sieve widths. Capacities 25 to 150 bushels per hour. There's a size to suit the requirements of any farmer. We can make prompt delivery of all sizes.

Clean Grain Means Bigger Profits

The New Improved 40-Inch BULLDOG with Power Attachment and Wagon Box Elevator

Show your customers the BULL DOG way to clean their grain, absolutely removing dockage, conserving valuable feed and raising the grade of their crops. No fanning mill made equals the New Improved BULL DOG for efficiency. The Force Feed Roller gives a perfectly even flow of grain over sieves. The new Weed Screen Sieve gives dustless operation and cleaning results that have never been duplicated. Dealers: Let us have your requirements—NOW.

Specialists in Grain Cleaning and Grading Machinery

THE TWIN CITY SEPARATOR CO. Ltd.

QUELCH STREET : : WINNIPEG, MAN.

Address all correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

A New Tractor Transmission

Foote Bros. Gear and Machine Co., Chicago, tractor transmission experts, recently stated quantity production on a 30 H.P. 3-plow transmission. This new model, the "F.W." has been devised to meet the demand for a high quality small tractor transmission. It is of the live axle type, with high carbon steel shafts, mounted on Hyatt roller bearings, lubricated direct from the reservoir. The gears are all made from drop forgings carefully hardened and machined. The clutch housing which serves as the engine support is integral with the transmission case. The steering gear is also included as a part of the case. All working parts are completely enclosed and the job is unusually compact. Different gear reductions are obtained by using change gears of varying diameter on the sliding gear and belt pulley shafts.

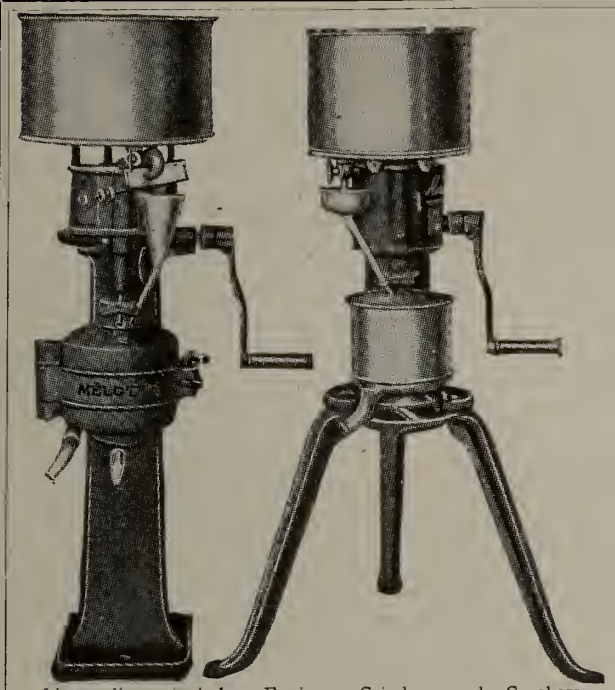
Foote tractor transmissions are now standard equipment on the Illinois, Shelby, Standard, Dallas, Bolte, Monarch, Turner, Wisconsin, Sterling, Royer, Bulloch, Kennison, Bell, Blewett, Blumberg, Kaws, Essex, Gilson, Trenan, McDonald and Hamilton tractors. A large part of the Foote gear factory and machine works in Chicago is now devoted to the building of tractor transmissions and the production will be materially increased during the year 1921.

The Tractor and Road Making Machines

During the Dominion Good Roads convention, held in Winnipeg recently, tractors of many sizes and makes, from the one horse-power garden tractor, for use in market gardens, to the mammoth 30-60 H.P. were on view. The tractors were used for operating drags, levelers, scrapers, graders and the numerous modern machines used for road making and road maintenance.

Graders on exhibition ranged from the large twelve-foot type, weighing 7,200 pounds, to the smaller road maintainers of the same design of one-tenth the weight. Included in the exhibits were a steam tractor of English manufacture and a road roller.

A woman usually has the last word in an argument—and in deciding whether her husband will buy or not.



Lister lines include: Engines, Grinders and Crushers, Electric Lighting Plants, Milking Machines, Churns, Silos, Pumps, Pump Jacks, Power Pumping Outfits, etc.

A Great Sales Opportunity!

Melotte Cream Separators

ARE BACK ON THE MARKET

12 Sizes: Capacities, 280 to 1300 Lbs.

The world famous Melotte Cream Separator is back on the Canadian market. Production is in full swing. We can make immediate delivery of all sizes, and we carry a complete line of repairs.

SUSPENDED SELF-BALANCING BOWL

You can't build a worth-while separator business without a separator that is basically right. The Melotte bowl is self-balancing and frictionless—the only ball bearing bowl. It hangs from a single bearing. Gearing is square cut, all enclosed and runs on ball bearings in an oil bath. No worm wheels.

Easily cleaned; unequalled skimming efficiency. Over 50,000 Melotte Separators are in use in Canada alone. Complete particulars and literature sent on request.

GET OUR ATTRACTIVE AGENCY OFFER TO-DAY.

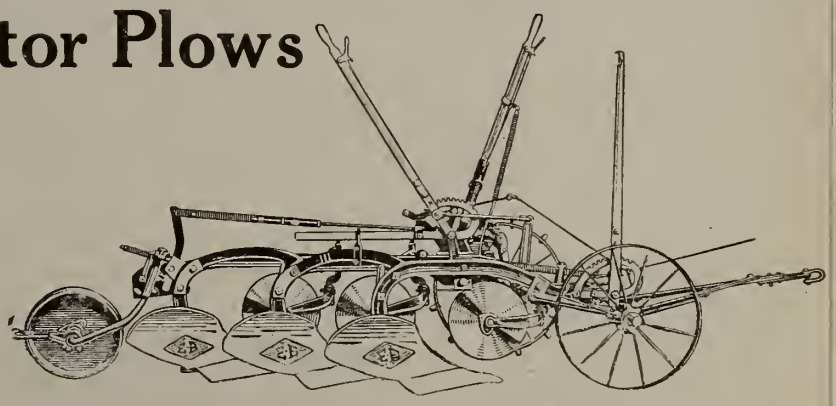
R. A. LISTER & COMPANY (Canada), LTD.

WINNIPEG, MAN. - - TORONTO, ONT.

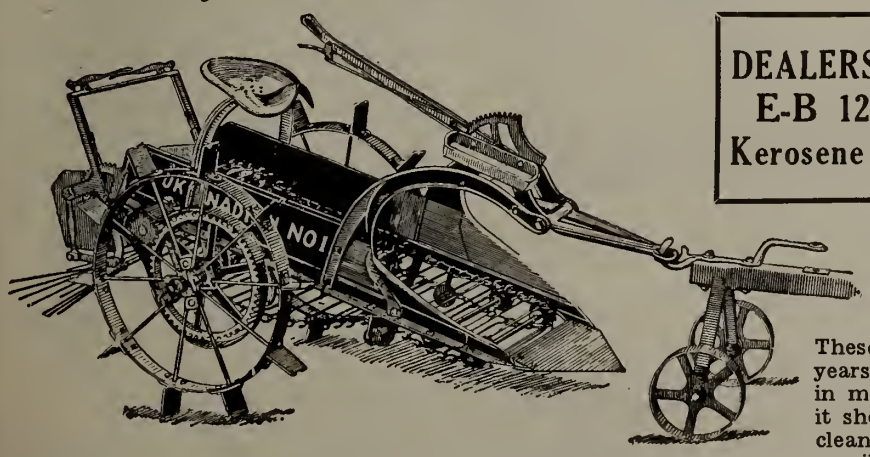
For Fall Trade—E-B Tractor Plows

Self-lift—2, 3 or 4 Bottoms

By reason of their adaptability and ease of handling, E-B 102-3 Tractor Plows are in great demand. Quick adjustment for depth; simple and strong self-lift device. Wide range of adjustment for hitch and suction. Heavier beams than in any other make of plow. Wheels are equipped with the E-B magazine-type oil-tight and dust-proof boxes. Convertible type—the rear bottom and beam can be easily detached, quickly changing a 2 to a 3-bottom or a 3 to a 4-bottom plow. Regularly equipped with E-B quick detachable shares, which can be removed or replaced in a few seconds without tools. Let us furnish you with complete details showing how the E-B will get you the plow trade in your territory.



For any Tractor—and all Soil Conditions



DEALERS! Handle E-B 12-20 H.P. Kerosene Tractors

A tractor that combines light weight with great pulling power; steady, smooth operation with low fuel consumption. Equipped with Hyatt roller bearings, K-W magneto, Bantam ball-thrust bearings, Spirex radiators, etc. Let us send you data.

O.K. "Canadian" Potato Diggers

Fast Selling Machines that Save Labor

These diggers have been serving Canadian potato growers for over ten years, and are known everywhere for their capacity to handle big acreage in minimum time. Strongly constructed and designed to do the work as it should be done. The potatoes are not bruised, but are rooted, elevated, cleaned and freed from vines the farmer getting the crop off in the least possible time. We have a large stock on hand and can fill your orders on the shortest notice. Write or wire your requirements.

Full Stock at all Branches

For Agency Information, Address

ANDERSON-ROE COMPANY, Limited

164 PRINCESS ST. : : : : : WINNIPEG, MAN.

REGINA : SASKATOON : CALGARY

WE ALSO HANDLE

Tudhope Vehicles, Munro, McIntosh Vehicles, Woodstock Wagons, "Upsala" and "Tor" Cream Separators, Heney Harness.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

W. Machine Co., Sask.—You can procure repairs for the Huber separators by addressing Jos. Neilly, manager, the Huber Manufacturing Company, Brandon, Man.

W. A. L., Sask.—Casting V10R is part of a Sylvester cultivator, as manufactured by the Tudhope-Anderson Company, Orillia, Ont. Write the nearest branch at Regina, or Saskatoon for necessary part.

J. E. K., Man.—Bearing for disc harrow, G10, is, we believe, a bearing from an old Bradley disc harrow. This line is now handled by Sears-Roebuck & Co., Chicago, a mail order house, and repairs can only be procured from this firm.

G. W. M., Sask.—The Sheldon 1½ H.P. engine is not handled by any Canadian firm. For parts addrss the manufacturers, the Sheldon Engine & Sales Co., Waterloo, Iowa. No repairs are carried nearer than the factory. We have asked the firm to forward you a repair list.

P. H., Sask.—We know of no source from which you can procure repairs for the pump jacks formerly handled by C. S. Judson Co., Winnipeg. This firm is now out of business. Several of their lines were manufactured by the Stover Company, Canadian branch, Brandon. You might be able to get a replacement that would fit from the latter concern.

W. A. H., Sask.—The Chicago Aermotor windmill is not being handled in Western Canada, but you can secure repairs for models sold from the William Eddie Company, Princess Street, Winnipeg, Man.

A. H., Sask.—The "Standard" fanning mill is a type manufactured by the American Grain Separator Co. You can obtain full information by addressing this firm at McPhillips Street, Winnipeg.

G. S., Man.—We regret that we cannot locate the repair source for harrow with boxing marked R2515. Can any reader identify this make of disc harrow

W. C., Alta.—The Noxon grain binder is not handled in Western Canada. For parts write direct to Noxon Bros., Ingersoll, Ont.

J. McE., Sask.—We have your enquiry regarding the S.A.E. rating of the various tractors now upon the market. So far the great majority of firms do not rate the horse-power of their tractors according to the formulae of the Society of Automotive Engineers. The only tractor that is directly rated in this manner is the 12-20 h.p., manufactured by the Emerson-Brantingham Implement Co., Rockford, Ill. To determine the equivalent power of any tractor, according to S.A.E. rating, the following is the rule adopted as S.A.E. standard:—"The drawbar rating shall be 80 per cent of the horse power that the tractor is guaranteed to develop continuously for two hours the tractor being in good condition and properly operated at rated engine speed. The test should be taken on ground sufficiently firm to give the traction wheels a good footing." By this ruling you would take the advertised drawbar pull of the tractor, 80 per cent of which would be the S.A.E. rating of the tractor. For example, where the actual drawbar horse-power available was given as 20, the S.A.E. rating would be 16 h.p.; if, as 25, the S.A.E. rating would be 20 h.p., and so on. The belt power rating is also 80 per cent of the h.p. the engine is guaranteed to deliver at the belt pully continuously for two hours, the tractor being in good condition, and properly operated at rated engine speed. The belt speed to be used under S.A.E. formula is 2,600 feet per minute.

G. B., Man.—Part D154 is for a Hancock disc plow. You can secure repair direct from the Hapgood Plow Co., Alton, Ill.

A. C., Alta.—R112 is a spring holder and R114 a holding latch for a hay rake made by the International Harvester Company. Write the Calgary branch for parts.

J. A. R., Man.—Part K40 is a sand brand, and K42 a tandem hitch for a disc plow, made by the Oliver Chilled Plow Works, South Bend, Ind. You can secure parts through the Canadian Oliver Chilled Plow Co., Regina, Sask.

W. & D., Sask.—H.D.34 is a cap for bearing standard on a disc harrow, formerly made by the Racine-Sattley Co. You may be able to secure the part from Martin & Kennedy, Kansas City, Mo.

G. S., Man.—Ratchet for main wheel of hay rake, marked R501, is for a Champion rake, made by B. F. Avery & Sons, Louisville, Ky. For quick delivery, it will be advisable to write the factory direct.

S.J., Man.—Parts 3264 and 5811 are oil cap and boxing for a sulky plow made by the P. & O. Company. Repairs can be obtained through the Winnipeg branch of the International Harvester Company, of Canada.

T. & S., Alta.—The R. A. Lister Company, Winnipeg, can give you full information on sheep shearing machines, for both hand and power drive. They handle this line.

G. H., Alta.—The disc harrow with spool D133 and standard D131 is made by the Ohio Cultivator Co., Bellevue, Ohio. Write them direct for parts.

W. Bros., Sask.—Parts 664, 665 and 666 for a Parsons Feeder can be obtained from the International Harvester Co., of Canada, Saskatoon, or from the Maytag Company, Winnipeg.

A New Agricultural Equalizer

D. Ackland & Son Ltd., Winnipeg, have placed upon the market a new equalizer of novel design. This device permits a great variety of hitches and is made in 14 different sizes, suitable for from a two-horse lead bar set to a hitch arrangement to accommodate thirty-six horses. The equalizer has been most successfully used in the latter size in handling the huge header outfits in the western states. The system used with this equipment is to work the horses in two, three or four abreast formation.

The company state that the hitch is very light and throws the draft high upon the team. It is claimed that it will equalize a horse in the position he walks, so that he cannot walk so far ahead or so far back that he pulls too much or too little. In addition to the regular equalizer, this device is made in single or three chain style for harvesting. It is reported that this equalizer is sold in Canada at exactly the same price as it is sold in the United States, with, in addition, a better proposition from the standpoint of the dealer. The firm will supply full information on their new equalizer to interested dealers.

The Value of the Plow Packer

The modern plow attached mulcher and packer is steadily gaining favor with farmers. For conserving moisture and saving labor these machines seem to have a distinct place in modern tillage operations.

Christiansen Implements, Winnipeg, reports that a farmer who used their Farmer Jones packer and mulcher, at Pelly, Sask., makes the following comment on this implement:

"This spring I started plowing very late. I had 200 acres to plow, and my horses were in poor shape owing to lack of feed. I packed all my land with your packers and found the results extremely satisfactory. In the case of one field I was able to pack half immediately after the drill, the other half later. The half first packed grew about one-third faster than the other so that one would have thought it had been sown fully two weeks before and that it had been sown one-third heavier. This half is now cut and in stook; the other half is not quite fit to cut yet. This summer we had a long spell of extremely dry, hot weather, but I find that the packed fields stood out against the heat in splendid shape. They showed up better than any other fields in the vicinity."

Ford's Increase Output

The Ford Motor Co. is notifying the steel mills that it is planning a production of 4,000 cars per day, starting with its manufacturing year, August 1, and the latter are asked to increase their allotments of steel accordingly. This plant has been on a daily basis of 3,000 to 3,500 cars recently.

MACKENZIE, THOM, BASTEDO & JACKSON

Barristers, Solicitors, etc.

REGINA, SASK.

Specialists in the law affecting Implement Companies.

Solicitors for:

Advance-Rumely Thresher Co., Inc.; Aultman & Taylor Machinery Co., Ltd.; Robt. Bell E. & T. Co.; J. I. Case Threshing Machine Co.; Canadian Avery Co., Ltd.; Canadian Tillsoil Farm Motors, Ltd.; Canadian Oliver Chilled Plow Works, Ltd.; DeLaval Dairy Supply Co., Ltd.; Emerson-Brantingham Implement Co.; Hart-Parr Company; International Harvester Co. of Canada, Ltd.; A. Stanley Jones Co., Ltd.; Minneapolis Steel & Machinery Co. of Canada, Ltd.; Minneapolis Threshing Machine Co.; Nichols & Shepard Company; Petrie Manufacturing Co., Ltd.; Sawyer-Massey Co., Ltd.; Stewart Sheaf Loader Co., Ltd.; Tudhope Anderson Co., Ltd.; Watrous Engine Works Co., Ltd.; Waterloo Boy Kerosene Tractor Co. of Canada, Ltd.

CANADIAN PACIFIC
The World's Greatest Highway To The Pacific Coast
A BUSINESS trip to the Coast becomes pleasure when you cross the Canadian Pacific Rockies—excellent dining cars and service, compartment observation cars, Liberal stop-over privileges.
See VANCOUVER, Canada's gateway port to the Pacific, with the Vancouver Hotel of metropolitan standard; and VICTORIA, a bit of old England, with wonderful drives and golf links. The Empress Hotel offers splendid hospitality.
Summer Tourist Tickets now on sale—call or write
CANADIAN PACIFIC RAILWAY
Any Agent of the
CANADIAN PACIFIC RAILWAY

HYATT

ROLLER BEARINGS

The illustration is from a photograph of a Samson windmill, made by the Stover Manufacturing Company. It is equipped with six Hyatt Bearings in the windmill head.

For Windmills

An actual test was made of two windmills.

One, equipped with plain bearings, pumped 3,140 gallons of water with an average wind of 8.25 miles per hour.

The other was a mill of the same diameter with the same height of tower, *but equipped with Hyatt Roller Bearings*. This pumped, during the same period of time with a lighter wind averaging 7.83 miles per hour, 4,025 gallons of water — *an increase of 885 gallons, or 28.1%.*

The Hyatt-equipped mill pumped water in a wind that would not even turn the wheel of the other mill.

Furthermore, Hyatt Bearings in windmills need to be oiled but once a season. They serve permanently and quietly for the lifetime of the mill without ever requiring adjustment.

Such is the increased efficiency that Hyatt Bearings bring to all farm machinery, including tractors, trucks, plows, grain binders, threshers, ensilage cutters, etc.

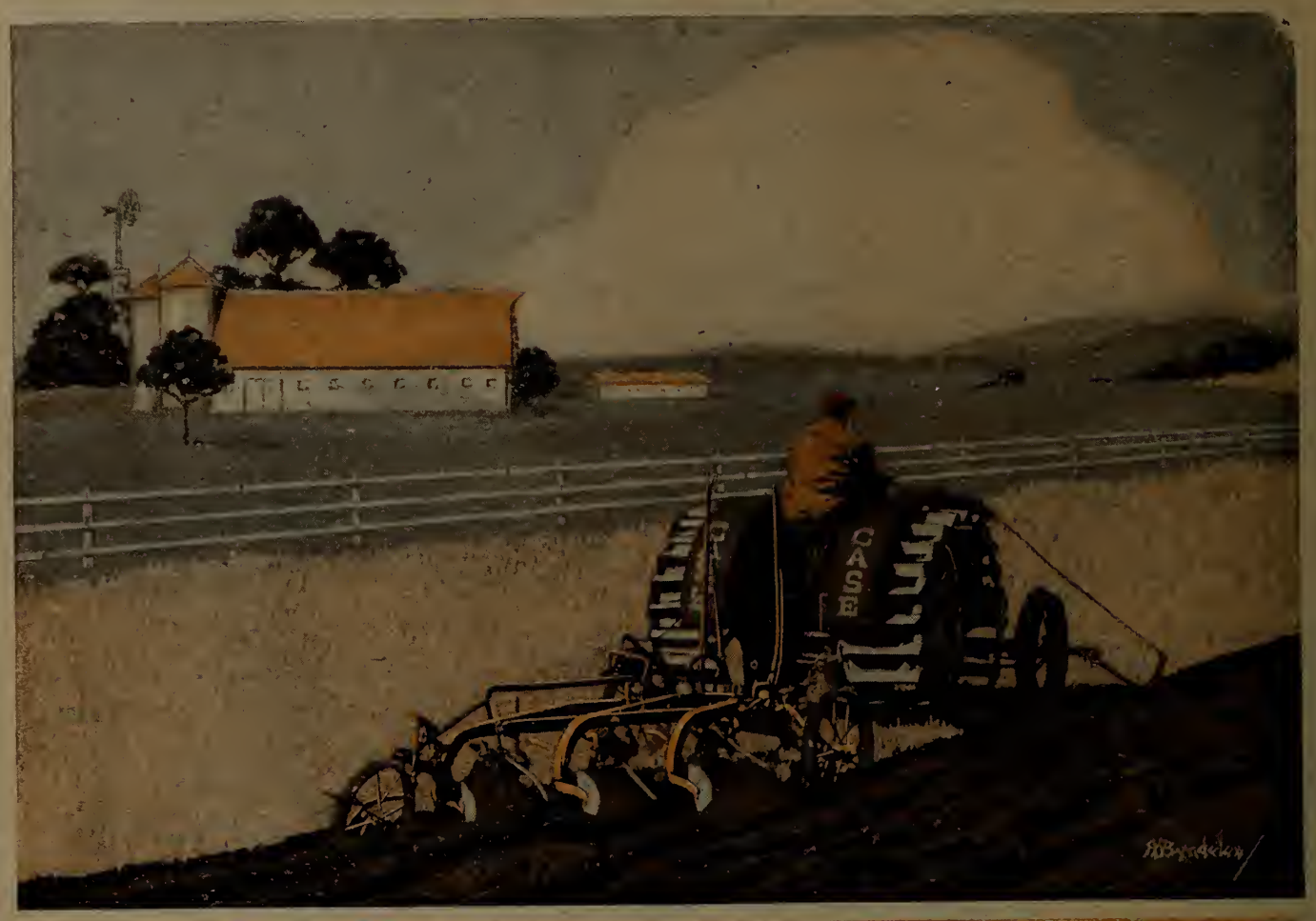
Send for the Windmill Folder

HYATT ROLLER BEARING COMPANY
Tractor Bearings Division, Chicago

Motor Bearings Division
Detroit

Industrial Bearings Division
New York City

GD



Feeding the World—a Power Job!

GRAND DETOUR PLOW COMPANY 1837

THANKS to power in the hands of the forward-looking farmer, America's 1920 small-grain production will be only 1% below the five-year average. A remarkable showing in view of the severe labor shortage.

Those very conditions open big opportunities for you. A good, reliable line of tractors, and Grand Detour Tractor Plows, make a selling combination you can't beat.

A "Grand Detour" enables your customer to get the most out of his tractor. It's the plow with the Roller Bearing Coulter, Power Lift, Adjustable Safety Hitch, Rear Lock, quick-change Bottoms and other splendid features—many of them exclusively "Grand Detour."

Eighty-three years of honest building have gone into "Grand Detour." It's an easy plow to sell. And every sale helps sell others—makes your store the implement center of your territory. We'll gladly send particulars.

J. I. CASE THRESHING MACHINE CO., Inc.
DIXON, ILLINOIS
Grand Detour Plow Division *Established 1837*

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works Co.

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Inc., Racine, Wis. *and all branches*
AVERY CO., Peoria, Ill. *and all branches*
ADVANCE-RUMELY THRESHER CO., Inc., La Porte, Ind. *and all branches*

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 10 WINNIPEG, CANADA, OCTOBER, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

Fifty-five Years of Banking Service

TIME has demonstrated the soundness of the policies on which the first Board of Directors founded this Bank fifty-five years ago—October 1865—and which have continued throughout its existence.

UNION BANK OF CANADA

HEAD OFFICE : : WINNIPEG

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corpn., London, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

The General Animals Insurance Co.

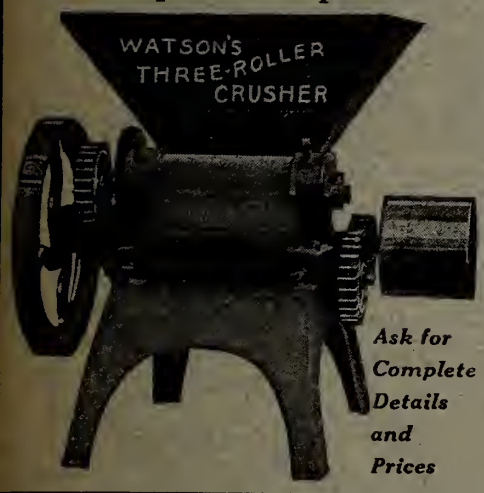
For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Watson's Roller Crushers and "Ideal" Sweep Feed Mills

Power required 6 h.p. and over. Rolls 12x6 ins.



A seasonable line for dealers. Grain is fed to three grooved rollers, running at different speeds. Fineness of work quickly regulated by set-screws. Strong iron frame; heavy flywheel. Pulley supplied as regular equipment. Order your supply—now.

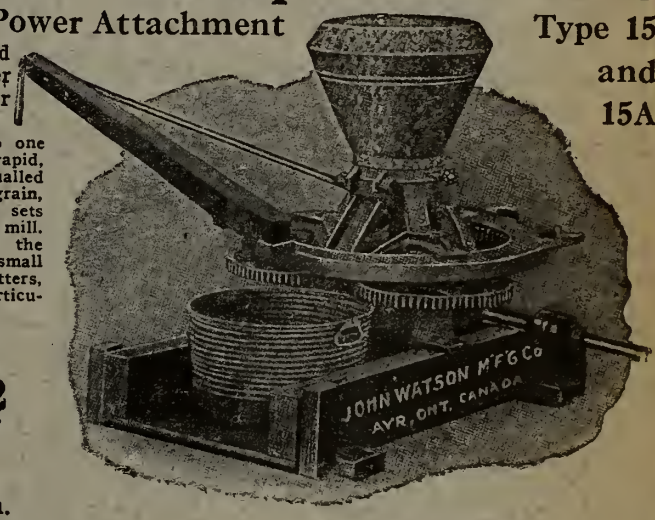
Ask for Complete Details and Prices

Complete Horse Power Attachment

The simplest, strongest and biggest capacity grinder made for farmer, feeder or dairyman.

Burr makes 25 revolutions to one round of the horses. For rapid, fine grinding gives unequalled results in all kinds of fine grain, wheat screenings, etc. Two sets of burrs furnished with every mill. The power attachment of the "Ideal" will operate all small machinery, such as feed cutters, wood saws, etc. Write for particulars and dealer's discount.

Type 15 and 15A



John Watson Mfg. Co. LIMITED

311 CHAMBERS ST., WINNIPEG, Man.

FITTED PLOW SHARES

Shares Stocked at Regina for every make of Plow

PLACE YOUR ORDER TO-DAY

HARROW TEETH PAINTED AND VARNISHED
EVENER WOODS PLOW HITCHES WAGON SETS

CHRISTIANSEN IMPLEMENTS

Land Packers, Mulchers, and Plow Harrows

The House of Quality *We Ship Daily*

Write for Latest Catalogue

Western Implements Limited

1434 Broad Street North Regina, Sask.

Consider Then Act

"He who hesitates is lost"—and none the less in Life Insurance.

Procrastination often brings dire consequences upon the household when the breadwinner has been negligent in the provision of suitable protection.

Attractive features are embodied in the policies issued by The Great-West Life Assurance Company. Ideal Insurance is at last available.

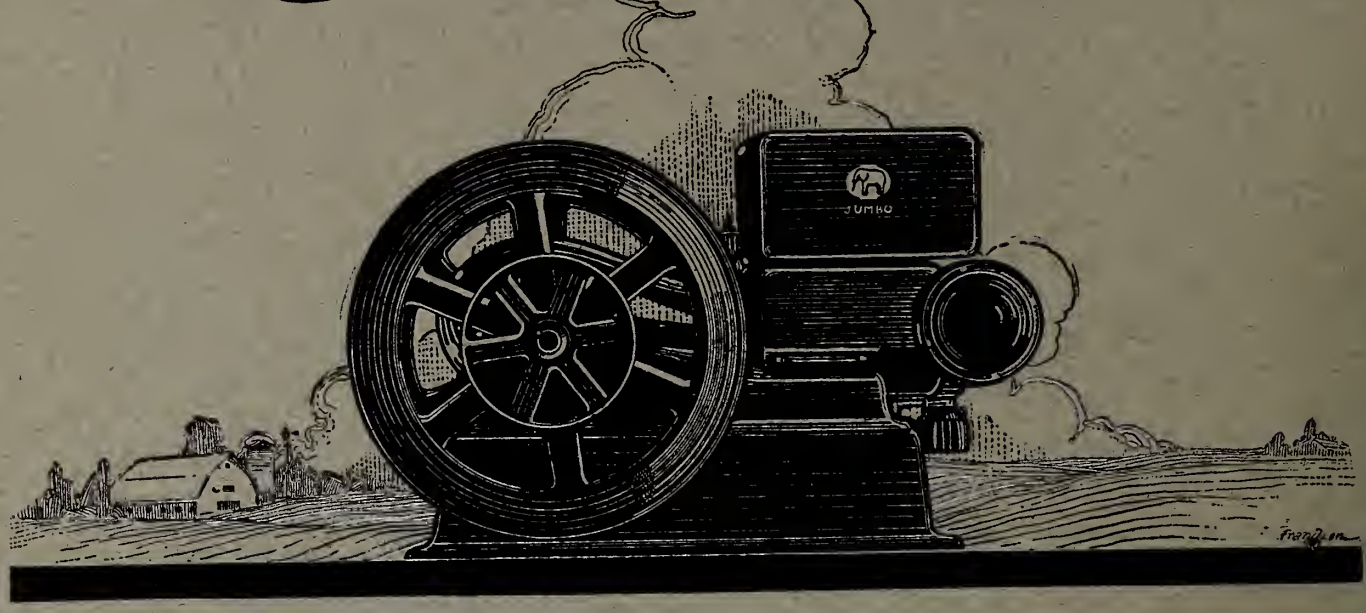
Interested? Then write, stating age to

THE GREAT-WEST LIFE ASSURANCE CO.

DEPT. "P 16"

HEAD OFFICE - WINNIPEG

JUMBO FARM ENGINES



Sell Farm Engines that Guard *Your* Reputation

Jumbo Strong Points

Perfect Mixer
A specially designed mixer gives a perfect, uniform fuel supply with either kerosene or gasoline.

Oscillating Magneto
Webster oscillating magneto gives a hot, fat spark in all kinds of weather.

Easy Starting
Positive fuel supply and perfect ignition make quick starting easy and sure.

Positive Governor
Positive governor gives even speed under all loads. More power when needed and then only—saves fuel.

Sub-Base Fuel Tank
The fuel tank is cast in the sub-base, eliminating any possibility of explosions or fuel loss by leakage.

Auxiliary Valve
An auxiliary valve does away with the fuel pump and keeps plenty of fuel in the mixer.

Write nearest Branch for Catalogue

You'll be safe in staking your reputation on Jumbo Farm Engines if your business is built around satisfied customers. More than 100,000 farmers are satisfied with Jumbo Engines.

For nearly twelve years, Jumbo Engines have been built for farmers by men who know farmers' problems.

That is why Jumbo Farm Engines are famous for reliable power at low cost, ease of starting, simplicity of operation and care, reasonable price. That is why Jumbo dealers have built up solid, profitable business.

Manufactured by

NELSON BROTHERS COMPANY

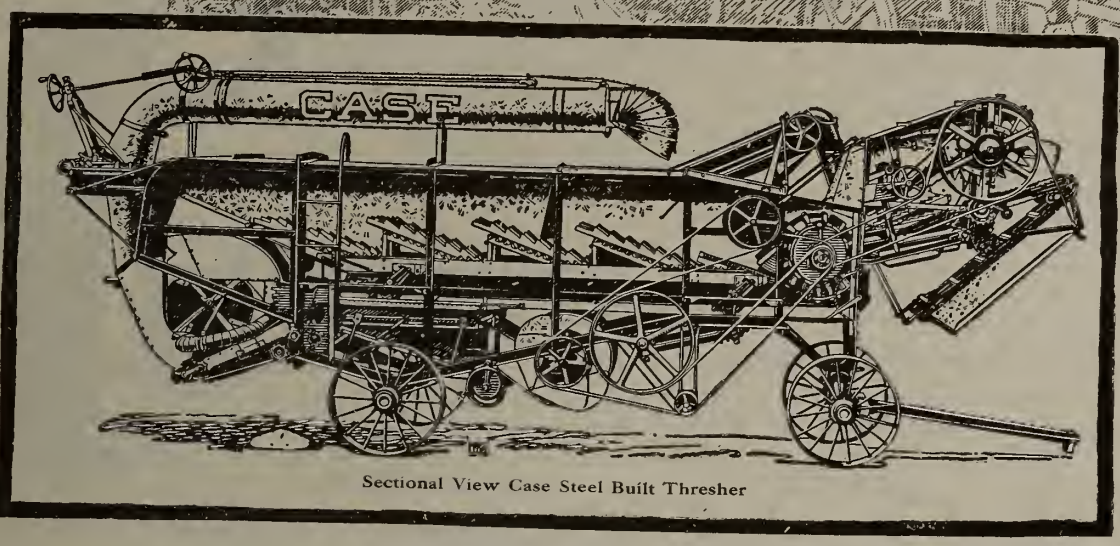
Saginaw, Michigan, U.S.A.

Also Makers of the Famous Line of Jumbo Motor Trucks

TUDHOPE-ANDERSON COMPANY LTD.

Western Canadian Jobbers

Winnipeg Regina Saskatoon Calgary



Sectional View Case Steel Built Thresher

Look for the
EAGLE
Our Trade Mark

Watch Case Threshing Rigs This Year

AS this message to dealers is being written, thousands of Case Threshing outfits are being tuned up for the season's run in Canada's grain fields.

When this message shall be read, the threshing season shall be at its height, and dealers will have the opportunity of convincing themselves of the superiority of Case Threshers and Case Tractors, both steam and kerosene.

Go out into the field and see the work of these rigs. Note that superior design, material and construction give general freedom from break-downs and delays. Note the characteristic prosperity of owners of Case outfits for custom threshing; the universal satisfaction of owners of Case light-weight threshers used for individual or neighborhood work.

Case Galvanized Steel-built Threshers, for clean threshing, thorough separation, perfect cleaning and unequalled saving are built in six sizes.

Case Kerosene Tractors adaptable to the general power requirements of any farm, are built in three sizes of standardized design: 10-18, 15-27 and 22-40 H.P.

Case Steam Tractors with their established dependability are preferred by some operators, and are used to advantage for certain kinds of work. Sizes: 40, 50, 60, 65 and 80 H.P.

Now is a good time to consider securing a Case dealer's agreement for next year. Write us if interested.

J. I. CASE THRESHING MACHINE COMPANY
(INCORPORATED)

Dept. M-10 **Racine, Wis., U. S. A.**

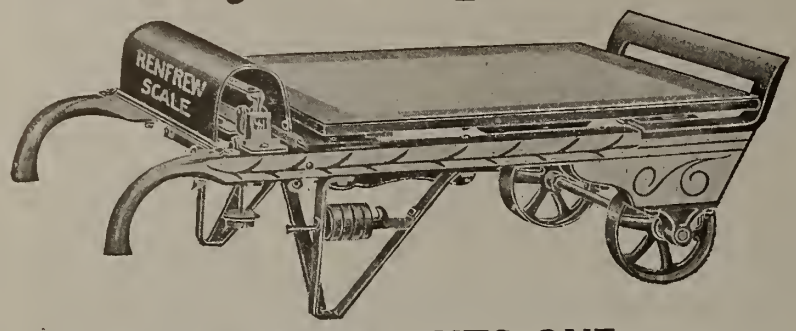
Making Superior Farm Machinery Since 1842

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

CASE
TRADE MARKS REG. U.S. PAT. OFF. AND IN FOREIGN COUNTRIES
POWER FARMING MACHINERY

NOTE:
We want the public to know that our plows and harrows are NOT the Case plows and harrows made by the J. I. Case Plow Works Co.

Handy Weigh Scale



EVERY FARMER WANTS ONE

to weigh Bags of Feed, Grain, Potatoes, Vegetables, Butter, Poultry, Pigs, Sheep, Cattle, etc.

No Obstruction Higher Than Platform

to prevent putting on a rack for weighing livestock or anything less than 2000 lbs.

A customer writes: "A few days ago I sold a steer to the butcher for $15.00 more than I would have received had I depended on guessing the weight."

Government Inspector's Certificate Attached to each Scale

They are absolutely accurate; weighing 1 lb. up to 2000 lbs. Moveable anywhere and set up in a corner when not in use, taking up very little room.

Exery Farmer Wants One. Order Now.

Renfrew Cream Separator

Gets More Cream and Better Butter with Less Work . .

The great skimming record of the Renfrew is backed up by Government Dairy School tests.

The patented curved wings in the bowl distribute the milk in a thin sheet to the discs so that each disc gets an equal amount to skim. The wings themselves do more than half the skimming, leaving the discs free to do the balance to perfection.

The Only Separator with Interchangeable Capacity

Easy to Fill.
Easy to Turn.
Easy to Clean.

See our complete Line of Cockshutt and Frost & Wood Implements. Backed by big advertising and Dealer Service that never lets up. Let us send you full particulars.

Cockshutt Plow Company, Ltd.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

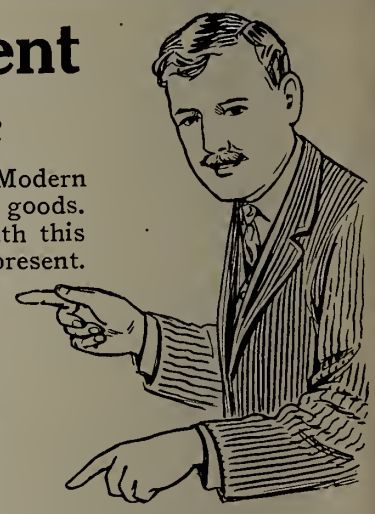
Agriculture Depends upon Haulage Equipment

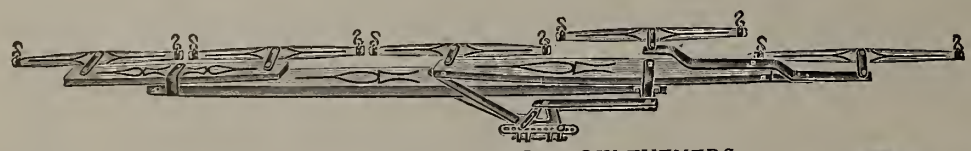
What Every Farmer Needs—the Dealer Should Stock

AN implement is only so much dead weight until used with the haulage combination to operate it. Modern farming—larger implements with heavier draft—necessitates absolute reliability in implement wood goods. The farmer may not own a tractor or car, but he must use wagon and implement woods. With this line you sell an essential. Your sales success largely depends on the quality of the line you represent.

There is a shortage in many hardwood lines. It will be almost impossible to secure hickory in a few years. There was never a time when it was better policy for the farmer to buy singletrees, neckyokes, eveners, etc. He will pay more for such lines in the future—especially for high-grade stock such as we use. Our immense purchasing facilities assure the pick of the hardwood market. We could buy and fabricate cheaper stock—but we won't. We would sell cheaper—but we can't. The farmer wants strength and service in his haulage equipment—not warps and knots, breakages and loss of time. And he is willing to pay for quality.

But—it is hard to sell goods you don't display. Show the farmer a set of Gregg goods. Demonstrate Gregg quality and finish. Sound, carefully selected, thoroughly seasoned stock that will give double the service of inferior woods camouflaged beneath lurid paint. Display Gregg woods. Let the customer judge. He'll make no mistake, but will buy Gregg quality.

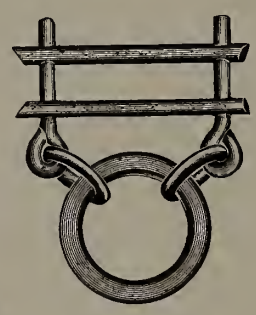




FIVE-HORSE GANG PLOW EVENERS

A Set on the Wall Will Pay You

COMBINED TWO AND THREE-HORSE EQUALIZERS



Wagon Hardware and Malleables

We Manufacture:

Plow Eveners, Wagon Sets, Plow Sets, and Wagon Neckyokes, Singletrees and Doubletrees. Hitches for any combination—horse or tractor.

Crated sets of steel clad Singletrees, Eveners and Neckyokes.

A full line of Wagon Hardware.

All Leading Jobbers carry our Lines. Ask Yours.

Remember—"If it Comes from Gregg, it Must be Good"

Gregg Manufacturing Company, Limited

WINNIPEG - - MAN.

Specify "GREGG" Goods, and accept no substitute.

CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 10 WINNIPEG, CANADA, OCTOBER, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

U.S. Federal Trade Commission Attacks Implement Prices

On May 18, 1918, the U.S. Senate directed a report to be prepared on conditions in the farm implement industry in that country. Early in September the Federal Trade Commission submitted to the President a book of 713 pages containing the result of their investigations. This book was prefaced by a letter containing a summary of the findings.

In the report the commission said that the increase in the price of implements was less than the increase in the price of farm products, and that the increase in implements did not, therefore, prevent farmers from making fair profits. Extracts from the report follow:

Principal Findings of Fact

The Commission finds that the prices of farm implements purchased by the farmers increased on the average 73 per cent during the period 1914 to 1918, and that this increase was due to the following causes:

1. The costs of manufacturers and the expense of dealers showed a marked increase.

2. The prices of manufacturers and of dealers increased more than their costs or expenses, respectively, and resulted in increased profits, which were unusually large for both manufacturers and dealers in 1917 and 1918.

3. The large increase in the prices and profits of manufacturers in 1917 and 1918 was due in part to price understandings or agreements among manufacturers, and to a more limited extent the increase in the profits of dealers seems to have ben due to similar activities.

Increase in Prices

The increase in the prices of farm products was generally greater than the increase in the prices of implements and this increase shown in implement prices formed but a small percentage of the total operating expenses of the farmer, so it would appear that the farmer was not prevented from making fair profits on account of the increased prices of farm implements. The following is submitted:

Manufacturers' prices of farm implements to dealers increased 82 per cent during the period 1916 to 1918, while dealers' prices to farmers increased 62 per cent during the same period. While the dealers' increase in percentage was smaller than that for manufacturers, their increase expressed in dollars was not greatly different, due to the higher prices upon which their increase was figured.

As already stated, the increase in the prices to farmers during the five-year period 1914 to 1918 averaged 73 per cent. The greater part of this increase occurred in 1918, although there was a considerable increase in 1917. The increases in 1915 and 1916 were quite small.

Profits of Dealers

The financial results for implement dealers in 1918 as compared with 1915, based on data from more than 200 concerns, most of which handled other articles as well as implements, were as follows:

The net sales increased 60 per cent, the gross profits 75 per cent, the total expenses 38 per cent, the net income 152 per cent, the investment 28 per cent, while the rate of profit on invesment increased from 9 per cent in 1915 to 17.7 per cent in 1918, which is an increase of 97 per cent.

Profits of Manufacturers

Twenty-two farm implement manufacturers, embracing over 85 per cent of the industry, showed for 1918 compared with 1916 the following results from their implement business:

The net sales increased 63 per cent, the cost of sales 67 per cent, the selling, general, and administrative expenses 17 per cent, the net operating income from the implement business 106 per cent, the investment 1 per cent, while the rate of return on investment in the implement business increased from 9.7 per cent in 1916 to 19.9 per cent in 1918, which is an increase of 105 per cent. The comparison in this case is made between 1916 and 1918 because the rates of profit in both 1914 and 1915 seem to have been unduly low. In 1913 the rate of profit was nearly the same as in 1916, namely, 9.8 per cent; in 1917 it was a little lower than in 1918, namely, 16.6 per cent.

Allege Concerted Action

The report further alleges that practically all important manufacturers of farm implements are members of the U.S. National Implement and Vehicle Association, formed in 1911 by the amalgamation of several existing farm implement associations. In addition it points to the Southern Wagon Manufacturers' Association and the Carriage Builders' National Association. The report, continuing, states that:

Under cover of bringing about uniform cost accounting, uniform terms of sale, and standardization of product the manufacturers who are members of these associations repeatedly advanced prices of farm implements by concerted action during the period 1916 to 1918, inclusive.

It is further stated that the associations received assistance in maintaining prices after the armistice from the implement trade journals and the Agricultural Publishers' Association.

Methods of Advancing Prices

The report quotes the following methods as alleged by the commission, which are used by the association in bringing about concerted prices and maintaining prices. It stated:

Price comparison meetings at which advances in prices recently made or intended to be made were discussed.

Cost comparison meetings at which inflated costs were compared with the tacit understanding that prices would be advanced the same percentage shown by the inflated costs.

Terms meeting at which agreements were made respecting uniform terms, thus making the prices of the different members more comparable.

Standardization meetings at which agreements were made respecting the standardization of implements and the equipment to be furnished, thus making the costs and prices of the different members more comparable.

In addition, the commission claims that price lists are exchanged frequently so that members can check up each other's prices and terms; members are advised of price advances; contemplated advances are reported; low price members are urged to increase their prices; price tabulation comparisons are supplied; selling below set prices is reported. In effect, the Commission claims that the officers and members of the manufacturers associations realized they were engaged in illegal activities and by attempted secrecy sought to throw over all price activities.

Concerted Action Among Dealers

Even dealers are not spared. The report alleges that the farm implement dealers of the United States are united into about 25 State and sectional associations, which in turn united in two federations—the National Federation of Implement and Vehicle Dealers' Association, and the Eastern Federation of Farm Machinery Dealers. The report says that the federations and their constituent groups have attempted to increase the profits of members and to protect them from competition notably by the following methods:

They have fostered local price agreements between dealers of the same town.

They have induced manufacturers not to sell to dealers who do not maintain prices locally agreed upon.

They have induced manufacturers not to sell to concerns considered as irregular by the dealers, especially co-operative stores and small mail-order concerns.

By means of so-called cost education they have urged dealers to maintain a high and uniform percentage of gross profit.

Effect of High Prices on Farm Profits

Although the prices of farm implements in the United States were advanced more rapidly than the increases in the actual costs of manufacture and distribution warranted, they did not increase so rapidly, says the statement, as did the prices of farm products. In 1918, as compared with 1913, the prices of farm products in-

creased 118 per cent, while the prices of farm implements increased 72 per cent. Consequently the product of an acre of farm land would buy a larger quantity of farm implements in 1918 than in 1914 or in preceding years. Furthermore, the expense attributable to farm implements represents only a small part—less than 10 per cent—of the farmers' total expense, according to the report of the commission.

Attacks International Harvester Co.

The commission then deals at considerable length with the anti-trust suit against the International Harvester Co. It cites how, in 1918, the company was ordered to sell its Champion and Osborne harvester plants and its Champion, Osborne and Milwaukee harvesting lines. In quoting total production of harvesting machines, it says:

The company still retains a sufficient proportion of the business to give it a dominating position in the industry, especially as it has additional advantages in low costs of manufacture and in the reputation in the trade of the brands retained.

The commission believes that judicial proceedings should be instituted against associations who have been active in restraining trade in the farm implement industry of the United States.

The commission also believes that the International Harvester case should be reopened as provided for in the final decree, so that a plan of dissolution be arrived at that will restore competitive conditions in the harvesting machine business.

In conclusion, the report of the commission claims the following:

"That farm implement manufacturers and dealers by concerted action advanced prices in 1917 and 1918 by amounts that were larger than were warranted by the increase in their costs and expenses, and this resulted in unusually large profits for those years."

N.I.V.A. Takes Issue With Report

The U.S. National Implement and Vehicle Association analyzes the report of the commission and points out that the latter by its own statement, shows that the average profit of the implement manufacturers for the period covered by the investigation was "not excessive". It points out that in the two years mentioned, 1917 and 1918, the figures given are at variance with those found in certified public accounts' reports of the leading companies. Income tax, interest and cash discounts were not taken into account. In 1917-18 it will be found, says the association, that the net profits remaining to manufacturers were less than 10 per cent—not 16.6 and 19.9 per cent, as alleged.

The association denies the alleged illegal combination for the purpose of increasing profits, and says:

"At no time did the implement and vehicle association conduct any illegal practice with respect to fixing prices, either under guise of the standardization or cost accounting activities as the commission charges or otherwise."

It is also pointed out that during the war the implement business in the U.S. was under governmental control, manufacturers, jobbers and large dealers operating under license and government supervision.

I.H.C. Statement

In a statement issued by the board of directors of the International Harvester Co., Cyrus H. McCormick, referring to the Federal Trade Commission report, says:

"The Harvester company has never colluded with any competitor in fixing or maintaining prices.

"The senate resolution calling for this report did not mention the decree in the case of the government against the Harvester company. Nevertheless, the commission has unnecessarily and unjustifiably injected that subject into the report.

"Not one new fact is presented in this criticism except the finding that the Harvester company's percentage of trade in the lines which it is accused of dominating continues steadily to decrease."

The Cancellation of Orders

Following the more or less chaotic conditions arising from war times, the cancellation of orders seems to have become a habit that has assumed considerable proportions in commerce and industry. So true is this that the Chamber of Commerce of the United States recently reported on a survey of the manufacturing field. This investigation was made by E. W. McCullough, former secretary for the National Implement and Vehicle Association.

It is evident from the report that the percentage of manufacturing concerns reporting that customers have cancelled orders because of failure to recognize the sacredness of a contract, and the responsibility of an order received and accepted in good faith, was comparatively small.

There is danger, however, the report declares, that unless a definite stand is taken against any tendency to regard cancellation of orders as unimportant, and unless there is cultivation of a general feeling that an order is to be considered more than a mere memorandum, this evil may assume serious proportions.

The investigation of cancellations, as made by the above body, shows that it members complain that production was being interfered with, so much so, that plants having had sufficient orders to run for months, were curtailing their efforts or shutting down even though production of their product is below normal and stock in the hands of wholesalers and retailers are light. The complaint protested that the sacredness of the sale contract was being disregarded and that the buyer was willing to chance its legal enforcement.

To get at the bottom of the problem, inquiry was sent to 106 leading trade associations in the United States to learn the situation. Some of the questions were:

Is your industry being affected at this time by the so-called cancellation evil, and to what extent?

State most common reason given for cancellation.

Has, or will your association take any action in this matter? State what.

If your members accept cancellations, under what conditions?

Have your members in times of large productions in securing orders, inserted cancellation clauses in order or contract?

Would you co-operate in general effort to reduce the number of cancellations by proper methods?

In analyzing replies it was found that the responsibility for many cancellations was chargeable in part to the seller as well as to the buyer. Some of the chief reasons for cancellation are as follows: Inability to make prompt delivery; over stock; business declining; revision of production schedule; financial embarrassment. Some replies indicated also that the public will not buy at present prices.

The survey showed that several organizations have created a bureau of contracts, to deal with all claims for cancellation of orders. These bureaus act simply in an advisory way, receiving from the complainant a statement of facts as a basis for investigation, in due time rendering an advisory report, and in some cases endeavoring to secure a settlement if desired.

The question of cancellations is evidently a live one in Great Britain, as well as in North America. A large association of exporters in England have been concerned over the large number of orders cancelled by foreign firms. To meet this situation, they recently decided that no member of the association should hereafter accept any cancellation of orders without the special permission of a committee appointed for the purpose of investigation.

This means, that should a customer decline to accept goods, after having placed an order, he will not be permitted to purchase goods from any other member of the association until he has complied with his contracts.

Automobile Prices on the Toboggan

Following the example of the Ford organization, automobile prices in the United States are coming down in many cases. Willys-Overland have reduced from $100 to $200 per car; The Hudson Manufacturing Co. (Hudson & Essex cars) announced a price reduction of the two cars ranging from $200 to $450; The Studebaker Corporation reduced its cars by $125 to $200 and The Stewart Motor Co. lowered its truck prices 18 to 25 per cent. The Ford Co. of Canada states that they have material in hand to last till the spring of 1921. In addition to price reductions, many automobile factories are laying off hands; some are closed down.

In the United States the great majority of automobile manufacturers and the makers of parts as well have cut down operations from 10 to 75 per cent. Some steel companies have felt the resulting cancellations, but the reduced pressure from motor car concerns is welcomed by others.

Agricultural implement manufacturers, taking advantage of the slackening in automobile steel, have been pressing the mills for material, not only for deliveries against contracts, but placing orders not ordinarily given out until October. This move is evidently to insure deliveries for the full operation planned for all such works. The result should be improved conditions as regards supply in the tractor and farm machinery industry.

Freight on Fibre

In a case involving the freight rate on sisal fibre from gulf ports to Welland Ont., filed by the Plymouth Cordage Co., the United States interstate commerce commission has ruled that the rate of 36½ cents per 100 pounds is not unreasonable. The contention was that it was unreasonable because it exceeded the rate from gulf ports to Chicago.

TRIBUNE: 5

RUMELY BRINGS 1000 DEALERS TO LAPORTE

Given Special Schooling at Factory by Rumely Experts

Details have just been released by Finley P. Mount, president of the Advance-Rumely Company, of this season's annual dealer schools, to be held at the factory at La Porte, Ind., starting January third.

FINLEY P. MOUNT
President Advance-Rumely Company

Over a thousand Rumely dealers were brought to the factory during last year's school, and there is every reason to believe that this number will be exceeded at the 1921 schools. These dealers come from all parts of this country and Canada.

The schools will be held in four sessions of two weeks each. The course of instruction planned is exceedingly thorough. There will be both class room and shop work—lectures by experts and officials of the Rumely organization and associated manufacturers each morning and afternoon, followed by actual shop work. The lectures will explain clearly the "why" of Rumely design and the "how" of their construction. In the shop work which immediately follows the lectures, the dealers will tear down the various units and reassemble them, scrape and adjust bearings, grind and time valves, hunt and rectify trouble, etc. Special lecturers on selling and advertising are included.

Rumely dealers who have had the opportunity of attending these OilPull schools have fitted themselves to better serve their customers—to give more competent advice and service on the use and operation of Rumely machines. They have become acquainted with the executives, the directing heads, those who actually make the Rumely products, and have caught much of the enthusiasm of these men at the factory.

No expense is being spared for the coming schools to maintain the high standard which the Rumely dealer schools have established. While a small school at each branch would be far less expensive, it would not be nearly so beneficial as the Rumely plan of concentrating all the effort at the factory where the various steps of manufacture and assembling can be seen and studied.

The proof of the practical value of these Rumely factory schools is shown in the fact that among the dealers who attended these schools last year, there has been an average increase in business of over 50% this season.

"I want to point out the fact," stated Mr. Mount, "that these annual dealer schools merely exemplify the thoroughness with which the Rumely company co-operates with its dealers. Not only are OilPull dealers given liberal selling arrangements—a contract that means real profit to them—but they are taught at great expense how best to sell and give competent service. OilPull dealers are given the opportunity of becoming factory trained experts."

One of the dealers wrote after last year's school,—"I have doubled my sales of Advance-Rumely machinery and have not called an expert during the entire season to unload, start or operate the machinery. I am able to do my own expert work, which gives me quite an advantage over my competitors.

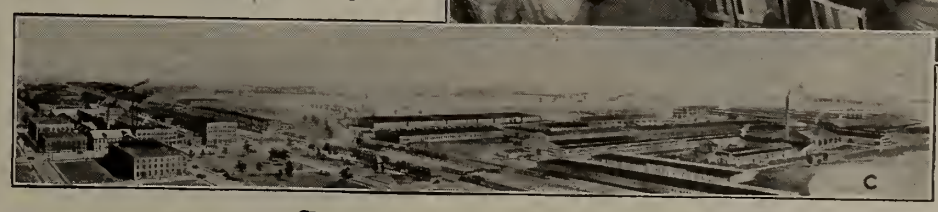
"Besides, it is a good talking point to have gone through that great factory and seen the entire construction of the tractors and separators, from the pig iron to the immense crane that loads the finished product into the cars.

"From every hour of my stay in LaPorte, I learned something that will help me for the rest of my business career. Although I've been in business for twenty years, I have never received so much schooling in any six months as from my two weeks at the Rumely factory."

A very interesting book describing these schools and how a dealer may become eligible to attendance at the schools is being mailed out by the Advance-Rumely Thresher Company, Inc., LaPorte, Indiana.

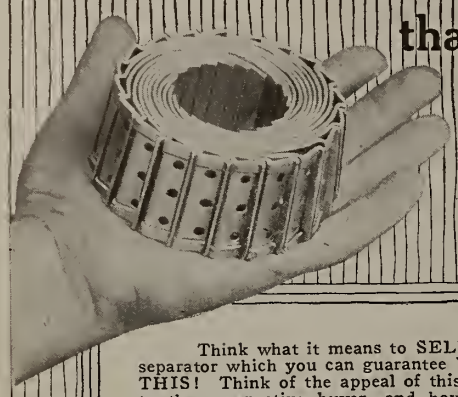
A—One of the laboratories at Rumely dealer school

B—Rumely dealers in lecture room



C—The Rumely factories at LaPorte, Indiana

The wonderful "straight disc" that skims to 3/100 of 1 percent



Think what it means to SELL a cream separator which you can guarantee WILL DO THIS! Think of the appeal of this guarantee to the prospective buyer, and how it makes for easy selling!

Think of the appeal to the busy farm-wife to be offered a separator with a "disc" that washes all in one piece—in a jiffy!

If you don't know all about the Viking "straight disc" then write to our nearest dealer for our catalog, and also ask for our dealer proposition, which is backed by a broader "service" guarantee than is behind any other separator on the market to-day.

Dealers don't have to Sell the "Viking"—people Buy it. Send for our newest Catalog No. 165

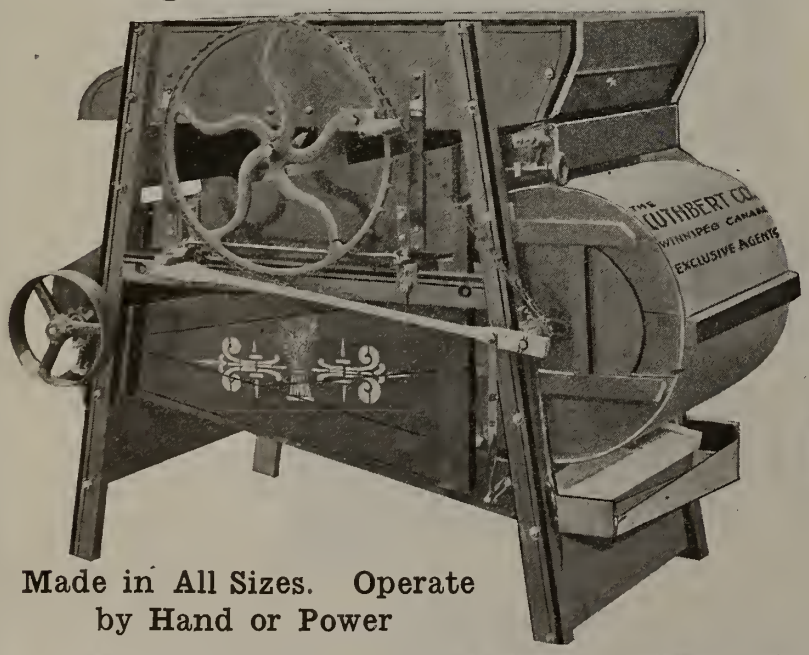
SWEDISH SEPARATOR CO.

714 Confederation Life Bldg.
Winnipeg - - Man.

"Viking" Cream Separator

Dealers: Sell "GOLDEN AGE"

Fanning Mills—They Get the Trade!



Made in All Sizes. Operate by Hand or Power

Not cheap machines but cheapest for the farmer to own because of their unequalled capacity and cleaning efficiency in handling all mixtures. Very easily operated. In sizes from 24 to 40-inch sieve widths. Strongly built, trussed and bolted. They stand the strain. Have exclusive features that appeal to every practical farmer. Manufactured and absolutely guaranteed by one of the best known manufacturers of grain cleaning and testing machines in the United States. Don't delay! Secure exclusive territory TO-DAY.

For full Particulars and Attractive Agency Offer, Write at Once to

THE CUTHBERT CO.

118 Grain Exchange, Winnipeg U.S. Office, Minneapolis

The Value of the Milking Machine

Not only is the milking machine needed for the purpose of eliminating the dairyman's labor difficulty and enabling him to pick and choose his men, but it is needed for economic reasons as well. The wages of hired men and the cost of feed have increased to such an extent that every possible means must be employed to reduce the production cost of milk so that its selling price be kept reasonable.

From innumerable sources come the reports of milking machine users, stating that the milking machine has made them independent of hired help. In the first place the dairyman with a milking machine can afford to discharge incompetent and refractory help. He need not worry about getting the milking done until he can hire more competent men, for the milking machine will enable him to do alone or with the assistance of his own family.

In point of actual economy, the milking machine is undoubtedly the least expensive of all farm implements to buy and maintain, for in the first place the milking machine is used twice daily, every day in the year, while most other farm machinery equipment of any size must lie idle for months at a time—take the mowing machine, the reaper, the seeder, the cultivator or the threshing machine. The milking machine, on the contrary, partly earns its first cost every day in the year.

The Modern Milker Saves Labor and Reduces Dairying Costs.

Great Labor Savers

Where milking machines are in use it has been found that they enable one man to do the work of three hand milkers. And one man with a milking machine will do the milking in from one-half to two-thirds of the length of time taken by two, three or four men to do the milking by hand. This means, of course, that the workers can stay in the fields much longer than ever before and still finish the milking earlier.

The milking machine often increases the milk flow. The reason for this is that its regular, uniform action has a soothing effect on the cow. It is a well known fact that even the most regular of hand milkers milk differently at times. You see it is impossible even for the conscientious and experienced man to milk uniformly at all times. Then how much more likely is the milking to lack uniformity when careless and incompetent men must be employed.

On account of this absolute uniformity and regularity of action, the use of the milking machine almost invariably lengthens the periods of lactation. The effect of machine milking on the cow (which has already been dwelt on slightly) is to soothe and quiet her. It invariably makes nervous cows calmer and easier to handle. A great many users of milking machines claim that they have saved diseased quarters. This, no doubt, is due to the even, regular massage given to the teats between each two spurts of milk. This action is much like that given by the sucking calf. The so-called "hard milkers" hold no terrors for the milking machine. After the first few milkings they are converted into easy milkers.

The calf is the original milking machine. He sucks until his mouth is full of milk, then he swallows, and—this is important—when he swallows his tongue gently grips and massages the cow's teat, from tip to udder.

The correct type of milker, therefore, is one that milks as the calf milks, and that is the alternating vacuum and atmospheric pressure type of milker. This milker first applies scientifically the correct amount of vacuum to the teat, thus drawing milk from the teat. But when the milking machine sucks, just as when the calf

sucks, a certain amount of blood is drawn to the end of the teat. So after each suck this type of milker applies a gentle, atmospheric pressure massage to the teat, from tip to udder, thus assisting the cow's blood to get back into circulation in her body. The competent milking machine is so constructed that it sucks and massages each teat between 48 and 52 times per minute. This is in sympathy with the cow's nervous system, and probably accounts largely for the lengthened periods of lactation and the increased amount of milk produced by the milking machine.

Empire Move Headquarters to Toronto

The Empire Cream Separator Co. of Canada has moved its Canadian headquarters from Montreal to Toronto. They now occupy commodious offices and showrooms at 67-71 Adelaide St. West, in that city. The Ontario office has been amalgamated with the Canadian office at the above address. E. S. West, formerly Canadian manager, has resigned. His place is taken by Louis Jenns, who has recently been with the Olds Motor Co., Lansing, Mich.

New Advance-Rumely Branch at Dallas, Texas

The fine new home of the Advance-Rumely branch, at Dallas, Texas, is 100 by 200 feet, two stories high, with a floor space of 40,000 square feet. It is constructed of reinforced concrete, faced with pressed brick. The posts have 20-foot centers, which facilitates the moving of machinery. A loading platform 20 by 120 feet has been constructed, from which three cars can be loaded at one time, being served by a private switch from the Cotton Belt Railway. F. A. Jones is manager of the Dallas branch house.

Cushman Motor Works Appoint New Manager

J. E. Menagh has been appointed manager of the Cushman Motor Works of Canada, Winnipeg, succeeding A. E. Donovan, who has resigned to enter business for himself. Mr. Menagh has been with the Cushman organization for some four years, serving in the capacity of accountant. He has, therefore, a thorough knowledge of the company's western business, and possessing marked executive ability he should be a distinct asset to the company in the post he now assumes. Mr. Menagh, previous to entering the services of the Cushman organization occupied the important position of purchasing agent in England for a department of the British Government. We wish him every success in his responsible position.

A. E. Donovan former manager, has entered the implement business at Yorkton, where he will do a retail and transfer business, handling several well known lines of farm machinery.

Hutchinson made Director of Cockshutt Plow Co.

H. W. Hutchinson, vice-president of the Sawyer-Massey Company, Hamilton, Ont., and one of the best known men in the implement industry in Western Canada, has been elected a director of the Cockshutt Plow Company. Two other western men are directors of the Cockshutt organization, Sir Augustus Nanton and E. A. Mott, both of Winnipeg. Mr. Mott is western general manager and the second vice-president of the company.

The merchant who knows how to teach himself and his clerks to take the "curt" out of their courtesy is the merchant who has customers that walk past the doors of his competitors.

De Laval business policies

which have contributed largely to the leadership and success of the Company and its agents

FIRST: The production of the best possible machine for the separation of cream from milk through the employment of the most skilled centrifugal engineers and the best workmanship and materials.

SECOND: An appreciation of the fact that the cream separator is a high speed machine requiring a refinement of construction and a standard of manufacturing methods far superior to those found in any agricultural implement.

THIRD: A policy of distribution of its merchandise through dealers that is mutually fair and equitable. A policy which guarantees satisfactory service to the user and a reasonable profit to the dealer.

FOURTH: The progressive determination to make De Laval Separators better every year, and to make the advertising stronger and better every year.

FIFTH: To propagate and support movements that promote the success of the dairy industry as a whole.

If you are in sympathy with these policies and would like to arrange for the sale of the best as well as the easiest selling separator on the market, write to our nearest office

THE DE LAVAL COMPANY, Ltd.

MONTREAL PETERBORO
WINNIPEG EDMONTON VANCOUVER

Massey-Harris Executives in West

At the middle of last month the Winnipeg headquarters of the Massey-Harris Company were visited by several of the leading executives of the organization from the Toronto offices. These included Thomas Findley, president of the Massey-Harris Co.; C. L. Wisner, vice-president and Thomas Bradshaw, treasurer of the company. Mr. Bradshaw was formerly finance commissioner of the City of Toronto.

On September 13th, a conference was held with the managers of the western branches of the company, the following being present: C. H. Whitaker, Winnipeg branch; George Forsyth, Regina; J. A. Graham, Yorkton; A. W. Trickery, Calgary; J. Nichol, Saskatoon; H. Baker, Edmonton and D. B. MacPherson, Swift Current.

The past year's business was fully gone into and plans for the future discussed. With good crops in the vast majority of districts the various branch managers anticipate an excellent demand for the products of the Massey-Harris Company during the coming year. The party from Toronto returned east after the conference.

LONDON CONCRETE MIXER, No. 4

equipped with "NOVO" DUST PROOF GASOLINE ENGINE

Capacity 40 cu. yds. per day

This machine is especially suitable for small jobs. It is built to last a lifetime. Saves the price of itself in thirty days' use. Write for catalogue No. 1-K.

LONDON CONCRETE MACHINERY CO. Ltd.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery

Beatty Bros. Summer Sales Convention

All Ontario salesman of Beatty Bros., Limited, met together recently in a three-day whirl-wind Sales Convention. This Company's new business year commenced September 1st and during the Convention plans were made and quotas set for the forthcoming year. The year of 1919-20 was a most successful one and there is every prospect for still greater things next year.

Beatty Bros. Salesmen, their Wives, and the Fergus Office Staff.

An interesting feature was the visit of the wives of the salesmen who were invited to come with their husbands. The head office thus had the pleasure of meeting practically all the "better halves" of their Ontario men. As well as being profitable in a business way, says the company, the Convention was a splendid "get together" meeting and a pleasurable time as well. Our photo, which shows the Ontario salesmen, their wives and the Fergus Office force, was taken during the Convention.

Lister Literature

The R. A. Lister Co. (Canada) Ltd. are now issuing to their dealers a new series of booklets describing and illustrating the lines handled by the company. Separate publications cover each individual machine, and the printing and lay-out of the booklets are exceptionally attractive, the color work being away beyond the usual. One booklet gives complete details and illustrations of the Lister-Premier line of cream separators; another deals with the Lister farm engine in all its sizes, individual views showing the high class construction of the various parts. The new double-unit Lister milking machine is dealt with in another booklet, which contains a wealth of selling arguments for the dealer who is pushing the sale of the modern mechanical milker. Further publications deal with Lister lighting plants, ensilage cutters and grinders and the famous Melotte line of cream separators. Lister dealers should welcome a supply of these booklets for distribution to prospects in their territories.

Executive of Western Steel Products Co.

The death of W. J. McMartin, of Western Steel Products, Ltd., formerly Winnipeg Ceiling and Roofing Company, has made necessary a re-arrangement of the responsibilities in connection with the carrying on of the business as follows: H. Ormand, representing the estate of the late Mr. W. J. McMartin, president; H. C. McMartin, vice-president and general manager; W. J. Wilson, sales manager; R. R. Symington, credit manager and secretary. This executive staff have been associated for many years with the business.

Discontinue Wagon Production

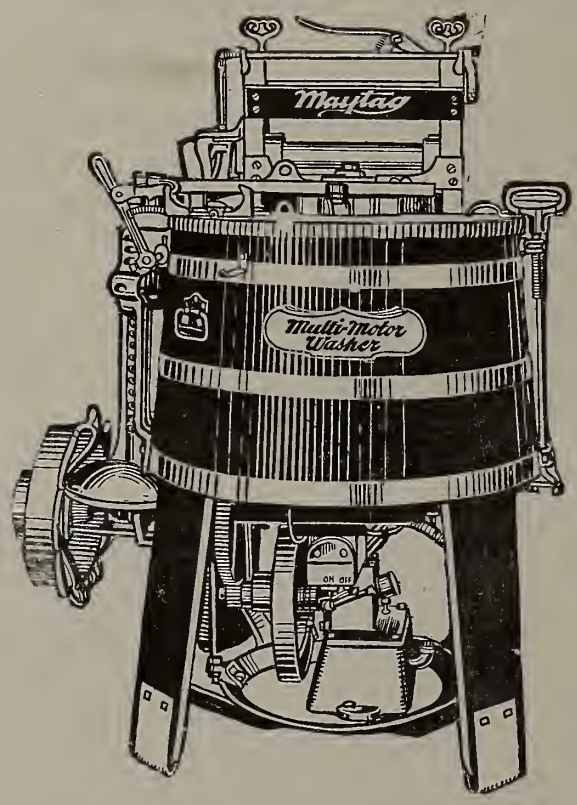
On October 1st, the Studebaker Corporation, South Bend, Ind., discontinued the manufacture of farm wagons, but will continue to produce and supply repairs for the many Studebaker wagons in use in the United States and Canada. Thus passes from the market one of the oldest and best known makes of farm wagon. The company will concentrate on motor vehicles from now on.

The N.I.V.A. Convention

From all reports it is evident that the 1920 convention of the U.S. National Implement & Vehicle Association will be exceptionally well attended. Advance registration indicates a great attendance at the sessions, which open at Atlantic City, October 20-22. The association state that companies located in the middle-west will be as well represented as those situated nearer to the convention city.

A **Maytag** **WASHING MACHINE Contract will bring new Customers to your Store**

Write at once for particulars



There are six in the MAYTAG family, consisting of the MULTI-MOTOR, two styles of ELECTRIC, BELT-POWER, HAND-POWER WASHER and we also now have a new Power Washer, being the All-Steel Cabinet with a pulley, to be run with an independent engine.

A sample machine to show your trade, who will all have plenty of money for the next 3 months, will produce results.

The Maytag Company Limited
WINNIPEG CALGARY

Beatty Bros. Limited Bulletin

LITTLE VISITS WITH BT DEALERS

Mr. Jas. Wright

Has Sold BT Tools For 25 Years

For 25 years Jas. Wright & Son, of Glencoe, Ont., have been selling BT Hay Tools. Year after year they buy Hay Carriers, Forks, Slings and Pulleys in lots of 12 outfits at a time.

A big reason for their success is that they get after this business early—when the mows are full and a hay track easy to erect.
They invariably stock their Hay Tools during September, and October. Any fall customers for cement or other building material are canvassed for a hay carrier outfit—with excellent results.
Window displays, and displays in the store are made of hay carrier goods every July.

Jas. Wright & Son handle BT Churns, Ladders, Pumps and Washing Machines as Well as Hay Tools

In your territory this fall, farmers will be erecting new barns and will need Hay Tracks. Old outfits will have worn out and need replacing. Farmers will be replacing fork cars with modern sling outfits.
The splendid success of Jas. Wright & Son, extending over a period of 25 years proves the wisdom of putting in a Hay Tool stock in the fall. It is at least advisable to place the order in the fall for delivery in the spring. This will enable you to get stock in lots of time so that you will be prepared for the spring and summer demand.
Hay Tools are a profitable line—and can be sold on any territory. Farmers now look upon a Hay Carrier in the barn as an absolute necessity.

We suggest that you place your stock order with our representative next time he calls.

Mr. Jack Smith, store manager, demonstrates a BT Square Top Fork

BEATTY BROS. LIMITED

Winnipeg	Edmonton,
Vancouver	London, Ont.
Fergus, Ont.	Montreal
St. John, N.B.	London, Eng.

The BT Agency Pays!

The only cream separator that is basically different from all others

THE Sharples, because it is the *only Suction-feed separator.*

All others are "fixed-feed" separators, with a common operating principle that means high supply tanks, loss of butterfat when the operator varies the speed, and bothersome discs to wash after each skimming.

Bells that warn of, but do not prevent the loss of butterfat—various methods of making it easier to wash the "discs"—cheapness and time-payment plans—these are about the only points of difference between any two "fixed-feed" separators.

The Sharples Suction-feed has none of those mechanical weaknesses. It has, furthermore, points of difference and provable superiority over all other separators.

The Sharples *skims clean at any speed.* No loss of butterfat. No bells to exasperate the tired operator. And Sharples dealers have signed statements to prove that the Sharples skims clean at any speed—reports of official tests made by leading state colleges and dairy experts.

The Sharples has *no discs* in the tubular bowl—just one piece the size of a napkin ring, cleaned in a jiffy!

The Sharples has *a knee-low supply tank*, easier to fill and clean. A once-a-month, automatic oiling system is another Sharples feature.

Remember: only the Sharples has these advantages, for they are possible only on a *suction-feed* separator. *And Sharples is the only Suction-feed.*

THE SHARPLES SEPARATOR COMPANY
Toronto, Ont.

Branches: MONTREAL, Que., REGINA, Sask.

D. C. 123

Sharples

With the Manufacturers

The International Harvester Co. will erect a foundry addition to its plant at Auburn, N.Y.

The J. I. Case T. M. Co. will erect a two-story addition, 100x150, to its branch house at Syracuse, N.Y.

Erection of a wire fence plant is planned at Hamilton, Ont., by the Steel Company of Canada, to cost approximately $250,000.

The Brantford Washing Machine Company, Limited, Brantford, Ont., has been incorporated with a capital stock of $100,000.

To permit of further expansion of its business the Wood Brothers Thresher Co., of Des Moines, Ia., is erecting a large addition to its plant.

C. H. Smart has been appointed superintendent of the International Harvester Company's plant at Springfield, O., succeeding Geo. C. Blackmer.

J. Fleury's Sons, Aurora, Ont., manufacturers of feed grinders, are making a large addition to their moulding shop. They report a heavy demand for Fleury products.

Large additions to plant are being made by the Fisher Body Company at Ford City, Ont., manufacturers of motor car bodies.

The Antigo Tractor Co., Antigo, Wis., is completing the first five models of its four-wheel drive machine and expects to go into quantity production.

The Ford Motor Co. has announced a reduction of prices on both cars and tractors. The price of the Fordson tractor has been cut from $850 to $790.

The London Concrete Machinery Co. Ltd. has been re-incorporated at London, Ontario, by Henry Pocock, J. C. Doidge and others. The capital is reported to be $500,000.

The All-Rite Milker Co. has been incorporated at Fort Atkinson, Wis., with a capital of $40,000 to manufacture milking machines and dairy appliances.

Work on the new million dollar factory to be erected by the Ruggles Motor Truck Co., of Alma, Michigan, at London Ont., will be commenced within the next few weeks.

The Hercules Manufacturing Co. recently organized in Indianapolis with a capital of $400,000, has acquired the entire business of the Hercules Electric Co., manufacturers of Wizard magnetos.

Location of an Imperial Oil Company distributing plant at Brandon has been announced. The cost has been estimated at between $250,000 and $300,000 for property, plant, office buildings, etc.

The Twin Ports Steel & Tractor Co. has been incorporated at Superior, Wis., with a capital of $10,000 by F. J. Broghammer, A. R. Hollom and K. E. Hollom to manufacture tractors and accessories.

The Rock Island Plow Co. announces the appointment of H. M. Blake as manager of their Minneapolis branch, the Northern Rock Island Plow Co., succeeding R. H. Procter.

Bruce Stewart & Co., Charlottetown, P.E.I., manufacturers of the "Imperial" line of engines, are enlarging their plant in that centre in order to meet the increasing demand for their line. A new fire-proof building, 60x120 feet, will be erected.

J. P. Walters, western traveling representative of the Eisemann Magneto Corp., New York, recently completed a tour of the central and western states and British Columbia, covering a period of thirteen months. He appointed several service stations in B.C.

Frank C. Johnson has been elected president of the American Seeding-Machine Co., Springfield, O. Mr. Johnson was with the old Superior Drill Co., Inc., from 1883 until the formation of the American Seeding-Machine Co. in 1903.

The Kentucky Wagon Mfg. Co., Louisville, Ky., is planning to double the size and capacity of its present factory. The addition will be used for the manufacture of motor trucks, automobiles and accessories. It will cost approximately $1,000,000.

The Moline Plow Co. is making preparations to open two large shops in East Moline. One is an immense foundry built within the last year. This building has been completed and machinery is now being installed. The other is a truck factory.

The R. Herschel Manufacturing Co., Peoria, Ill., manufacturers of implement parts, are erecting a malleable factory at a cost of $200,000. The company state that they could not procure deliveries of malleables, so decided to produce their own castings.

A new $500,000 company has been formed at Listowel, Ont., to manufacture oil engines and agricultural implements and tools. M. I. Adolph is president of the firm which will be known as the Canadian Farm Power and Machinery Co., Ltd.

McColl Brothers, who have made an application for a warehouse site in Regina, are the manufacturers of lubricating oils, paint oils and paint on a large scale in Eastern Canada. They propose to erect a $150,000 building.

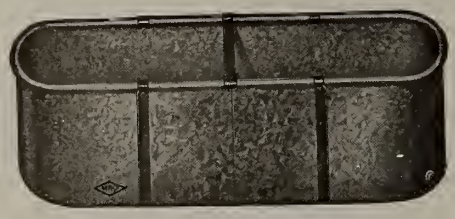
A site for a new implement plant has been selected by the Samson Tractor Company, Janesville, Wis., adjoining their new tractor plant. This new addition, when completed, will provide the additional facilities necessary to take care of the rapidly increasing demand for Samson tractors.

The Midwest Engine Co., Indianapolis, announces the appointment of T. B. Funk as chief engineer of the Utilitor division of the company. Mr. Funk for a number of years was connected with the Moline Plow Co., a position he resigned last fall to join the Engineering Development Co., of Moline.

It is announced that Beatty Brothers, of Fergus, Ontario, will build a $60,000 plant in Regina in the near future. Beatty Brothers are the manufacturers of barn equipment such as hay forks, pumps, carriers, and also distributors of farm machinery. The building will be 50 feet by 112 feet with trackage facilities. Construction will be reinforced concrete frame with brick facing.

"Eastlake" Round End Stock
——Tanks Build Business——

A Type for Every Farm Use



Durable Serviceable In Demand Everywhere

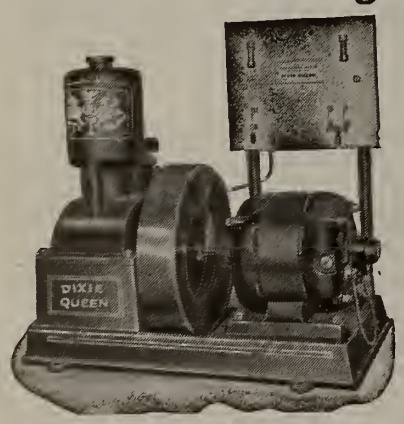
Turn Water into Dollars

Well watered livestock pays in the end by increased weight and better quality of meat. A satisfied customer is an asset, and "Eastlake" Tanks assure satisfaction. The "Eastlake" Tank line has proven its superiority. They have proven their worth. Built without a weak spot. Known everywhere for quality construction.
Stock Tanks, House Tanks, Cisterns, Gasoline and Oil Tanks, Wagon Tanks, etc.

Catalogs and Agency Offer Sent on Request

The Metallic Roofing Co. of Canada, Limited
797 Notre Dame Avenue Manufacturers Winnipeg

Command the Lighting Plant Trade



In Your Territory
SELL
"Dixie Queen" Installations
50-Light Capacity.
120 Amp. Batteries.

A direct connected, compact lighting plant for store or farm use.

A Profitable Agency Opportunity

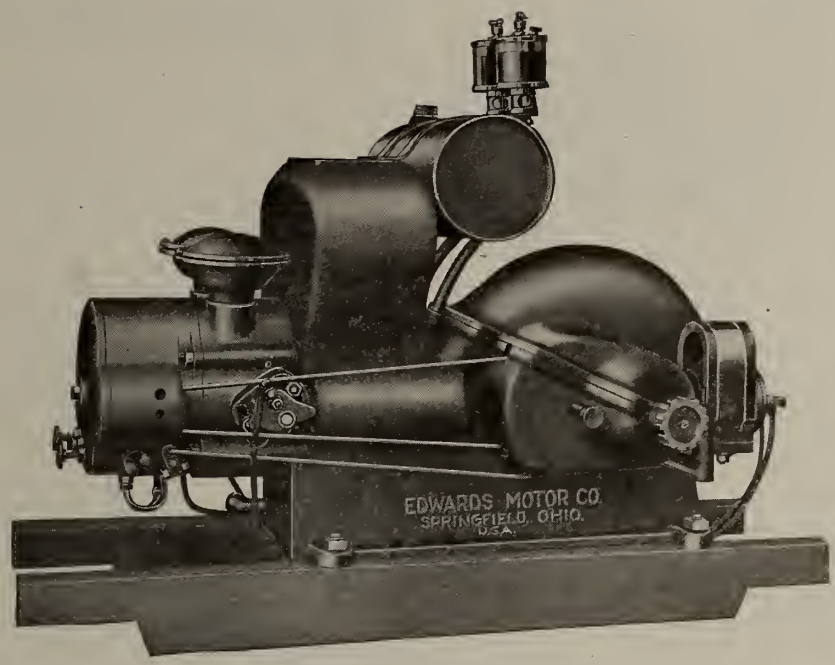
Our electric lighting plants have ample capacity for the great majority of farms. There are live prospects—right in your district. They also meet the town demand for individual plants for stores, halls, schools, etc. Easily installed. Reliable; anyone can operate them. Let us forward you complete particulars on this line.

Write for Attractive Agency Offer

THE LEEDER MFG. COMPANY
487 Portage Ave. : : Winnipeg, Man.

The EDWARDS Motor

Utility
Simplicity
Quality
Durability
Economy



Convertible
Power
1½ to 6
Horse
Power

SEVERAL ENGINES IN ONE

In Its Fourth Year On the Market, Thousands of These Engines Are Used Daily by Satisfied Farmers

The Edwards Motor is the original convertible power farm engine, and the only one on the market especially designed as such.

It weighs only 300 pounds, develops six horse-power, burns either kerosene or gasoline, and operates economically on any load under six horse-power.

The Ideal General Purpose Farm Engine

Two-cylinder, horizontal, twin, four-cycle, 3-inch bore, 5-inch stroke.

Working parts enclosed, including crank case parts, fly-wheel, gears, cams, governor, valve mechanism, etc.

Yet all parts easy of access by removing crank case cover.

Valves-in-head mechanically operated.

Throttling governor.

Independent direct fuel intake to each cylinder, permitting running one or both cylinders.

Starts easily on gasoline by priming only—no warming up process necessary.

Make and break ignition of extraordinary simplicity.

One fly-wheel in middle of crank shaft, with the cranks set 180 degrees apart.

Burns kerosene or gasoline.

THIS ONE ENGINE HANDLES ALL THE FARM POWER CHORES.

Jobbers at all important distributing centers.

THE EDWARDS MOTOR COMPANY

SPRINGFIELD, OHIO

Sales Representatives for Western Canada:

HENRY RUSTAD

416 Corydon Ave., Winnipeg, Man.

Sales Representatives for Eastern Canada:

EUG. JULIEN & CIE., Limited

1228-1232 St-Valier, Quebec, Canada

Implement Industry Laid Arguments Before Tariff Commission

During the recent sittings of the tariff commission in Western Canada, many manufacturers in different lines urged the maintenance of the protective system as a fiscal policy.

In a statement the Canadian Manufacturers' Association argued that as a result of the protective tariff, 600 branches of United States factories have been established in Canada. These factories employ about 87,000 people, and represent invested capital of about $400,000,000. British capital invested in Canada is about $2,000,000,000.

In reply to the arguments of the Association, the Canadian Council of Agriculture argued that the protective tariff is the most wasteful and costly method ever designed for raising revenue. During the fiscal year ending March 1919, the importers of merchandise, to the value of 526 million dollars, were alleged to have paid an average duty of slightly over thirty per cent to produce a revenue of 158 million dollars. Assuming that the importer took twenty per cent profit from his imported article, the wholesale dealer twenty per cent, and the retail dealer thirty-three and one-third per cent, the thirty per cent secured by the government for revenue, really cost the ultimate consumer fifty-eight per cent.

In relation to farm implements, the Council of Agriculture further claimed that the principal factories engaged in the production of farm implements in Canada have shown that they are able to maintain an export trade abroad equal in proportion to their home trade. In contrast to this condition, according to the Canadian Council of Agriculture, is the fact that upon a binder, which carries a lower rate of protection than any other farm implement manufactured in this country, the Canadian farmer pays $21.90 in duty, as compared with $18 before the war. The farm implement industry in Canada, it was alleged, has no claim whatever to protection, either on the basis of being an infant industry or upon the necessity of preserving for itself the home market.

In dealing with the case of the implement manufacturers of Canada, Thomas Findley, president of the Massey-Harris Company, on September 14th, in addressing the commission at Winnipeg presented a statement asking that "in the best interest of Canada the tariff on implements should not be lowered further."

Implement Manufacture in Canada

In his address, Mr. Findley outlined the growth of the implement business in Canada and pointed out that capital invested totalled $93,225,000 and the industry employed 31,000 persons. He refuted charges that the Canadian implement companies sold their goods abroad at lower prices than at home.

Canadian implement firms, he said, export goods to every country in the world and have done so for the past thirty years and went on to show that differences in prices have increased since the war largely in favor of the Canadian buyers.

In dealing specifically with his own company, he gave the percentage of profits as follows: Home trade, 28.1; foreign trade 68.3; investments, 3.6. No stronger proof could be given, said he, that Canadian prices were less than those abroad. He argued that to reduce the tariff on implements would give foreign manufacturers advantages which would in time destroy Canada's implement industry.

He urged the necessity of more stability in the customs tariff on implements for the following reasons:

1. That a number of branch factories of United States implement companies had been established in Canada and that a more stable tariff on implements would have led to the erection of many more such branch factories.

2. The tariff policy on implements will determine whether factories to supply implements for Western Canada will be built in Canada or the middle western states.

Tractor Manufacture in West

During the sitting of the federal tariff commission, at Medicine Hat, J. E. Davis, president of the Alberta Foundry and Machine Co., a concern manufacturing tractors, stated that his organization were ready for production, but that the tractor market in Western Canada is shared by 50 or more manufacturers, mainly in the United States. They had turned a munitions plant into a tractor factory, investing $300.000 in the business, starting last year. The company, he stated, were turning out four tractors a day, with a capacity for ten.

In claiming that protection was necessary, Mr. Davis said:—"We ask for protection, not in order that we may use it as a bonus, but simply to enable us to build up a business with a made-in-Canada tractor. Official trade records showed that from Feb. 8, 1918, to May 31, 1920, no fewer than 25,919 tractors had been imported into Canada free of duty from the United States. If those machines had been made in Canada continuous employment would have been provided for that entire period for more than 5,000 men at the high wages paid to skilled mechanics.

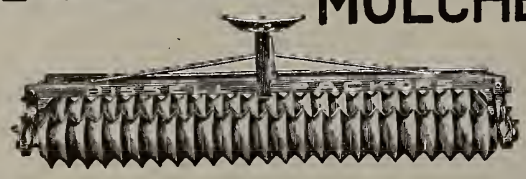
"Under a policy of protection to tractor manufacturers in Canada other allied industries would also develop, and the basis of taxation would be broadened. Sales of farm tractors in the three prairie provinces this year would probably be not less than 10,000, and more than 95 per cent of that demand was being supplied with United States machines, although the Canadian manufacturer was able and eager to produce such tractors if afforded a reasonable opportunity to do so," he said.

Advance-Rumely Dealers Schools Will be Bigger than Ever

The Advance-Rumely Company, La Porte, Ind., have just announced details of their coming season's annual dealers schools to be held at the head offices of the company. The 1921 dealers schools will open at La Porte, on January 3, 1921. During the 1920 sessions of the dealers schools over 1,000 Rumely dealers from all over the United States and Canada attended, and the company state that this large attendance will be greatly increased at the coming sessions.

The schools are held in four sessions of two weeks each and a corps of experts and lecturers will give courses in both class and shop work, giving the dealers detailed technical instruction on the design and construction of the tractor, also covering all features in ignition, equipment, the functions of the various units, etc. In addition to the theoretical work every dealer will go through the shops getting a thorough grounding in tractor assembly and repair, assembling parts, grinding valves, timing engines, locating troubles, etc. Special lectures will be given this year on selling and advertising from the dealers' standpoint. A large attendance of Western Canadian dealers were present at the schools last year, and the course of instruction was found to be of the greatest value to the men handling Advance-Rumely products.

Bissell PACKER AND MULCHER



AN improved implement with two rows of revolving wheels. Back row of wheels is held to the ground by stiff tension springs. Each wheel is concaved to a sharp apex and will mulch, pulverize and pack any soil. Fitted with roller bearings. Seat is attached on the hammock principle for easy riding. Long poles are furnished for use with horses or short poles for use behind tractors. Manufactured in a variety of sizes, eight feet and wider. Their use will increase the yield from the land. For free booklet, write Dept. L

T. E. BISSELL CO., Limited, ELORA, Ont.
Factories at Elora and Ingersoll, Ont.

Bissell Implements sold by John Deere Plow Co.
Agents and Dealers

KINGSTON
IGNITION SERVICE

SPARK PLUGS—COILS
MAGNETOS—SWITCHES

KOKOMO ELECTRIC CO.
KOKOMO - - - INDIANA - - - U. S. A.

SAVE 50% ON FIRE INSURANCE

Retail Hardware Mutual Fire Ins. Co., Mpls.
Minnesota Implement Mutual Fire Ins. Co., Owatonna.
Hardware Dealers Mutual Fire Ins. Co., Wisconsin.

Being the three largest hardware and implement mutuals of the United States have been licensed in Canada and are doing business under the name below. Organized, not for profit but for the benefit of policy holders only.

Can now accept business in Manitoba, Saskatchewan and Alberta and have applied for registration in Ontario. In the latter Province will be able to take business in about thirty days.

NET CASH SURPLUS—OVER $1,750,000.00
INSURANCE IN FORCE—OVER $190,000,000.00

Operating under Dominion and Provincial Supervision

For full information regarding our Policies, write at once to

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Mgr.

802 Confederation Life Bldg., Winnipeg

Hardware & Implements **50%** **SAVE** GARAGES **40%**

Several Hundred Websters And No Magneto Trouble

DEALERS, this should interest you.

46 WEBSTER Service Stations

Public Square Garage,
Shelbyville, Ill.

To Whom Concerned:

This is to certify that I have sold several hundred engines equipped with the WEBSTER Oscillating Magneto, and have experienced practically no magneto trouble. I consider the WEBSTER the most practical and economical ignition in existence.

(Signed) C. E. BEEM

Dealers from all over the country testify to the same experience. There must be something in it. Then of course *your* customers are entitled to the best. Do not forget,

There is no substitute for the

WEBSTER MAGNETO

WEBSTER ELECTRIC COMPANY
RACINE, WISCONSIN, U. S. A.

Briscoe
Leader of Light Weight Cars

The Car That Has The Power

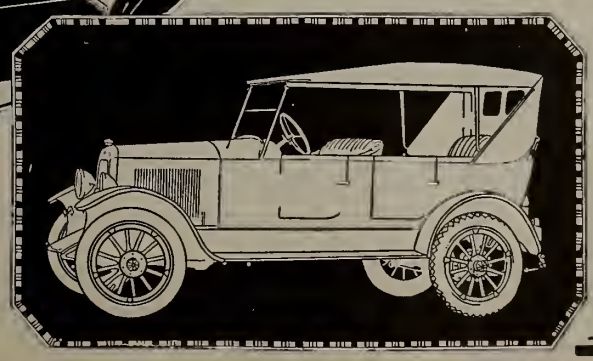
THE power of a motor is best estimated by its ability to answer certain unusual demands.

Briscoe power is quickly apparent in the ease with which it takes steeps hills "in high gear." Also in the quick pick up and get-away from a stand-still. And in its easily controlled, whirlwind speed which few drivers care to test to the limit.

Briscoe's luxury is obvious at a glance. The tilted radiator adds a racy smartness to its handsome body lines. And the rich upholstering, superbly varnished body and many interior refinements give the suggestion of costliness to this moderate priced car.

But it is when this power and luxury are found united with an amazing record for economy that motorists really become enthused. The present price of gasoline forces motorists to rank economy high among the qualities they seek—and the "mileage per gallon" this 1921 Briscoe is giving furnishes the most satisfactory of answers to the big motoring question of the day.

Let us give you facts and figures on this point—let us drive you far enough in a Briscoe to prove its claim of "More miles per gallon."



The Canadian Briscoe Motor Company, Ltd.

Head Office and Factory - - BROCKVILLE

UNITED STATES
Briscoe Motor Corporation, Jackson, Mich.

WESTERN SERVICE DEPARTMENT
156 Princess St., WINNIPEG, Man.

DISTRIBUTORS FOR WESTERN CANADA:

Auto Service Company, Limited, Regina.

Riddell Carriage and Motor Works, Saskatoon.

Gillespie & Mansel, Melfort, Sask.

J. R. N. Cooke & Company, Edmonton.

McDonald & McKinnon, Winnipeg.

Norrie & Fawcett, Medicine Hat.

Diamond Motor Company, Limited, Calgary.

U.S. Farm Equipment Concern Open Branch

The Cuthbert Co., 408 Corn Exchange, Minneapolis, Min., have completed arrangements for manufacturing and selling their line of grain cleaning machinery and grain testing equipment in Western Canada. They have opened a branch office at 118 Grain Exchange, Winnipeg, under the management of L. B. Downie, Canadian representative.

Two of the lines that will be of especial interest to the farm machinery trade are the Cuthbert Smut Machine and the Golden Age Grain Grader. The company are arranging for quantity production of their lines and are now making contracts with dealers in exclusive territory. They specialize in the production of seed cleaning and testing machines and state that their machines are in use in the large grain inspection rooms and agricultural colleges throughout the United States.

The "Golden Age" fanning mill produced by the company is a machine stated to be of great capacity and exceptional efficiency in cleaning all kinds of mixtures of grain. It is very easily operated and is of strong and serviceable design, built to stand the wear and tear of everyday farm work. In this line the Cuthbert Co. anticipate a very satisfactory demand from the trade in Western Canada.

Amongst other lines the company produce grain samplers and dividers, dockage testers, testing kettles, scales and torsion balances, flexible spouting and moisture testers. Their equipment is in general use in all leading inspection departments, elevators and mills. Full particulars may be had by addressing the Winnipeg office of the company.

Annual Sales Convention Held by Ackland Organization

D. Ackland & Sons Ltd., Winnipeg, manufacturers of wood goods and wholesale dealers in implement parts, equipment and auto accessories, held the annual meeting of their sales staff from September 15th to 18th. The various sessions were held in the company's head office, and were presided over by J. W. Ackland, president and general manager.

Every section of the organization was represented at the daily conferences, addresses being given on such pertinent subjects as: Dealers' Outlook, Auto Accessories, Implement Specialties, Credits and Collections, Service to the Customer, Warehouse Service, the Outlook as Regards Prices, Production of Wood Goods, etc. Supply conditions were carefully gone into and the sales staff were

J. W. ACKLAND
President and General Manager of D. Ackland & Son, Ltd., Winnipeg

fully advised as to conditions in the raw material market and future possibilities as regards the supply of the lines which they handle.

The following salesmen and executives took part in the proceedings during the convention:

J. W. Ackland, C. M. Ackland, R. P. Ackland; A Matheson, sales manager; G. B. Corke, credit manager; W. Warren, warehouse superintendent and J. Bryan, hardware department, etc. From western territory the following salesmen attended the convention: J. W. Atkins, Northern Alberta; A. M. Dixon, Central Alberta; George Ellis, Southern Alberta and British Columbia; R. A. Pool and A. Stevens, Southern Saskatchewan; M. J. MacDougall, Central Saskatchewan; W. O. Forsyth, Northern Manitoba; J. Zender. Central Manitoba and Saskatchewan; J. E. Lennox, Manitoba, east and south; J. A. Klassen, specialty traveller; H. E. Moore and T. Robinson, city travellers, also J. Fleming and H. A. Wilson, travellers in special territory.

Of especial interest to the sales force was the address given by J. Ellis Dodd, representing the Herschel Manufacturing Co., of Peoria, Ill., makers of implement parts and repair parts. Mr. Dodd explained in full the great difficulties at present being encountered by the U.S. manufacturers, also describing how implement parts are made.

H. A. Taylor, of the Crescent Forge and Shovel Co., Havana, Ill., also spoke on the manufacture of plowshares and present conditions as effecting production in this line.

A most interesting convention was closed by a visit to the factory of Westwoods Ltd., also a motor trip to the Manitoba Rolling Mills, at Selkirk, where the party saw the production of iron and steel stock from the raw ore to the rolled bar. On September 17th a very enjoyable dinner was held in the Country Club, at Lower Fort Garry, followed by a musical evening.

Manager Receives Gift

W. R. Fulkerson, manager at Regina for the Sharples Separator Co., was presented with a club bag by the Saskatchewan salesmen on the eve of his departure to attend the salesmen's convention at West Chester, Pa. He left with Messrs. Williams, Sleeman and Grant of the Saskatchewan sales force. Mr. Fulkerson expects to return to Regina about the middle of the month.

D. A. Cannon Dead

We regret to report the sudden death, on September 24, of D. A. Cannon, office manager for Gray-Campbell Limited, Moose Jaw, Sask. Mr. Cannon collapsed while driving his car through the streets and died in a few minutes. He had just returned from a business visit to Winnipeg.

The late Mr. Cannon was acting-secretary-treasurer of the above organization at the time of his death. He was an old-timer

THE LATE D. A. CANNON

in the Gray organization. Before coming to Moose Jaw—three and a half years ago—he was office manager for the Wm. Gray-Sons-Campbell Limited, at Chatham, Ontario, for ten years. He was a man of quiet demeanour, but of great determination; loyal and faithful to his company, as well as to a host of friends and was admired and respected by all who knew him.

The deceased gentleman leaves a wife and three children. The remains were taken to Chatham, Ontario, for interment.

Simplicity

WITH the Simplicity Line on the floor, Dealers can supply the right type of engine for every power need.

Simplicity engines are built in 1½, 3, 4½, 6, 8, 10, 12, 14 and 16 H.P. Gasoline and Kerosene—Stationary, on skids or portable.

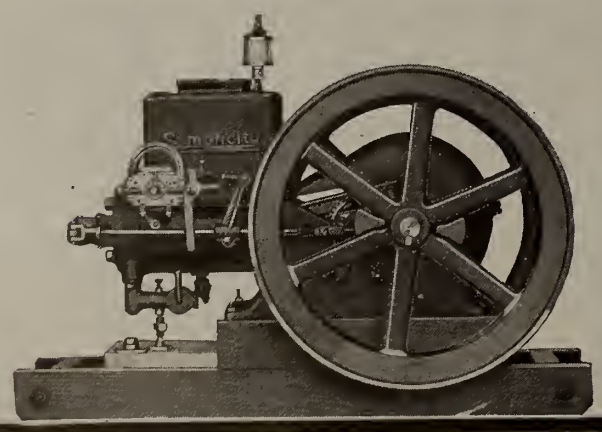
Simple in design and construction, powerful and economical. Simplicity Engines are the profit-making line for Dealers to handle.

Write at once for Price List and Catalog.

The Turner Manufacturing Company

215 Lake Street Port Washington, Wis., U.S.A.

Export Department, 44 Whitehall St., New York City

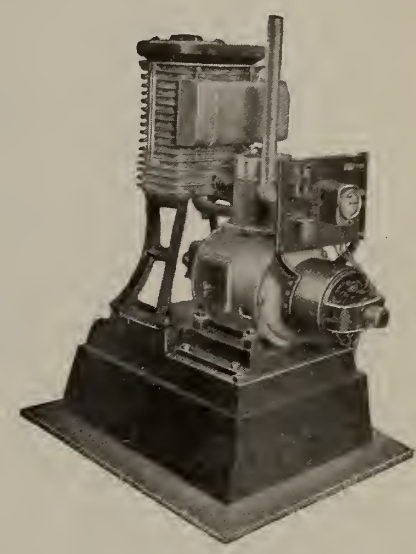


Northern Electric
POWER and LIGHT

Belt Connected Plant—operates from any good engine

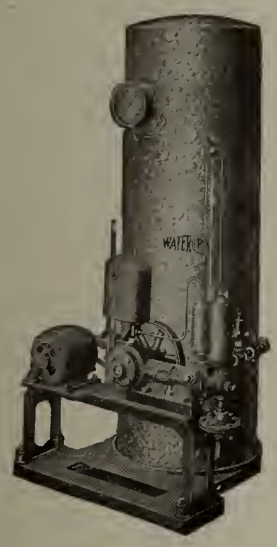
A Complete Line of Electric Farm Plants and Accessories——

Belt Connected Plants
Direct Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies



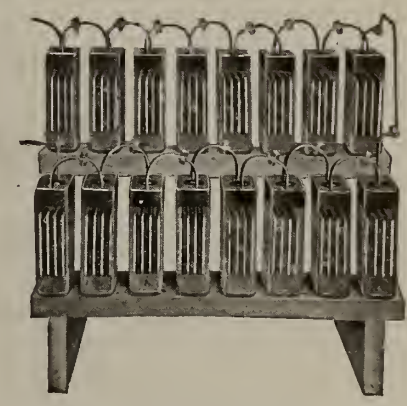
Direct Connected Utility Plant
¾ K.W.—32 Volt.

This Line will make you the Electrical Headquarters of your District



Automatic Water System showing Tank, Pump and Motor. Capacities: 100 to 1400 gallons per hour

With the Plant you can usually sell a Water System, while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.



TITAN Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours

Write our Nearest House Now . . . .
Be the Farm Electrifier of your District

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

Why Not a Western Canadian Tractor Show ?

For several years past very successful shows of tractors and power farming machinery have been held in the United States. Last year's shows at Kansas City and Minneapolis afforded the public, and particularly farmers, an opportunity to see the many different types of tractors now being manufactured, and to investigate the various makes which especially appealed to the individual agriculturist.

In Western Canada we have large tractor exhibits at our annual fairs in threshing centres. During the fair season there is, however, usually a large percentage of farmers who are not able to visit the fairs owing to the necessities of farm work. Could not a tractor and power farming machinery exhibition be arranged in Western Canada, to be held at a season when the farmer is more or less free from the rush of the season's work.

It is obvious that the success of such a tractor and farm machinery exposition would depend upon the support the movement would get from the manufacturers and distributors of tractors and power farming machinery. Yet, the necessary expenditure, which need not be unduly great, should be justifiable. If hundreds of firms can exhibit their machines at the great tractor shows held in the United States during spring there is no good reason why a similar interest would not be shown in an exposition of this nature held during the winter months at some centre in the Canadian west. With a territory having within its far flung confines over two hundred and seventy-five thousand farms, on which only some twenty-eight thousand tractors are in operation, the Canadian west, as a potential sales field, should be in a position to make such an event as a tractor show a decided success.

During the winter and spring months there is no trade centre in Western Canada that has so great an influx of visitors as Winnipeg. This particularly applies to the annual bonspiel week in Winnipeg, during which time the annual conventions of the agricultural societies, dairymens' associations, etc., are held. The success of the Dairy Show in Winnipeg during the past two years prove that even greater interest would be shown in a tractor show by the thousands of farmers who visit Winnipeg during the Bonspiel. In addition to the agriculturists, an exceedingly large majority of dealers in farm equipment visit Winnipeg at that season, usually making the trip a combination of business and pleasure, participating in the attractions that are staged and also visiting the farm machinery concerns that do business. A very large percentage of the tractors being sold in Western Canada are represented by distributors or factory branch houses in Winnipeg. This would mean less expense in freighting machines than is the case in connection with exhibits at the annual summer fairs. Eastern Canadian and United States manufacturers of tractors and power farming machinery which is not now being sold in the Canadian west could be exhibited and introduced to the western farmers.

It should not be difficult in Winnipeg to secure premises of sufficient size to accommodate a very large exhibit of tractors and power farming machinery, and it might also be feasible to combine with the tractor and implement show, automobiles and motor trucks—making a complete automotive exhibit. Granted the backing and co-operation of the tractor, farm machinery and truck interests, the Winnipeg Board of Trade could make such an exposition as Canada's first tractor show a great factor in the success of the big business week in Winnipeg. And such a show would be of more than passing interest to the thousands of city dwellers who don't visit the big western fairs and whose knowledge of the tractor is limited by the plate glass in the windows of the wholesale showrooms. Can we not stage a tractor show in Western Canada? The answer depends upon the men in the tractor industry.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
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812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, OCTOBER 1920.

Taking Your Discounts

Every dealer knows that cash on hand is worth two on the books. The saving effected by discounting bills is clearly shown by a little figuring:

On a bill of goods amounting to $500, at 2 per cent discount, ten days, the saving is $10. If you wait until the expiration of the thirty days you lose the ten dollars.

In other words, you pay ten dollars for the use of five hundred dollars for twenty days or at the rate of 36 per cent per year. You can borrow money when times are normal at 8 per cent per year, or, in other words, you can borrow $500 for twenty days for $2.20. There is a net saving of $7.80 by taking the discount.

Now then multiply the number of times you pay out $500 for merchandise during the year by $7.80 and you will have your net saving by discounting your bills even if forced to borrow money to do so.

The Future Price of Farm Equipment

With the psychological impetus given by reports of how automobile prices are being reduced, the farmer will doubtless get the idea that if this be possible in the automobile industry he may anticipate a glorious debacle in farm machinery prices. The dealer who follows conditions in the implement industry will not hesitate in telling such farmers that they need not wait until next year to buy needed equipment, for whatever else goes down in price there is a small chance of farm machinery following suit.

Despite the reports of government bodies in the United States that the profits in the farm implement industry are too high, the great majority of concerns show reduced profits despite the increased volume of business done due to increased production.

The two main factors in the production of farm machinery are men and metal. Iron and steel show no signs of lower prices, and supplies are as hard to procure as ever. And labor is not ready for a reduction in wages—nor can this be expected with the cost of all commodities what they are. Beyond labor and material lies the cost of distribution and selling, all of which factors go to make up the selling price of the machine.

Records in the industry show beyond question that with increasing costs of production manufacturers have pared their profits until they can do so no longer and continue to operate. This will be found true, as an advance will be evident in the factory cost of different machines. Therefore, it seems evident that no decrease can be expected from decrease in the cost of manufacture. Salaries of clerical help are high; the cost of keeping salesmen on the road has advanced.

In distributing the product, a marked effect is found by virtue of the increased freight rates now in force. These advances in freight are added to the cost of the machine in more ways than one. The raw material shipped to the implement factory costs more to freight; also to the wholesale centre, and finally the freight cost again pyramids when the goods are moved to the dealer's place of business, unless shipments be made direct from the factory.

It is estimated by factory executives that the cost of financing an implement factory has increased by 2 per cent during 1920, reducing manufacturing return on the invested capital. In manufac-

turing, eighty per cent of the production cost of iron and steel is labor, so that these raw materials cannot go down in price. In the United States the iron and steel industry is hard hit by transportation stringency. Their product is piled up and cannot be shipped. Deliveries of coke and other fuel are delayed. And all the time an enormous industrial demand for iron and steel is evident. Unprecedented quantities are required, and the mills can practically please themselves as regards what prices are to be. They supply what they can at the market price and when they can. So even the reduction of demand from the automobile industry does not assure a reduction in the cost of raw materials for the implement industry.

Credits—and Collections

A certain humorist—not without a basis of hard fact—once wrote: "If a man says it hurts him to have to borrow money from you, it is a safe bet it will tie him in bow-knot of pain to pay you back." While this may not be true of the credit extended in the farm machinery business, at the present season the dealer finds at times that glad and joyous credit seekers are possibly slow and sad payers.

For some three months of the year the dealer is more or less engaged in getting in the money for goods sold on time. The main theme in his business is collections—getting settlement of accounts. This is in the lean years a hard task, but this season, when we have been blessed with good crops in the great majority of districts, the farmers should be able to take care of a great deal of their obligations.

Yes, at collection time the dealer becomes cynical. The wholesale house that in past months impressed upon him the best methods to use in selling goods, and suggested his stocking this or that line that would be in demand, now asks, albeit anxiously, that the credit sales be turned into cash as soon as possible. It is a healthy sign, however, that the collection season nowadays is a less formidable problem than of yore. We are heading—even if slowly—more towards a cash business in the farm machinery business than in the days when three-year terms were common.

And it will be a great benefit to the trade when credit business will be away less than is the case to-day, and when the farmer will be able to either buy his equipment outright or secure financial accomodation from concerns who are in the business of loaning funds—not selling farm machinery. For credit business, with its attendant risk, has been one of the factors that has operated against reductions in the price of farm machinery, even in an age of quantity production by the most modern methods. Farm implement sales have been too long financed by the farm machinery industry, and the signs of the times are that this condition is rapidly passing.

From the dealers standpoint, the passing of credit business will be an unmixed blessing. It will lessen his worries and make the business of handling farm machinery a more profitable and less hazardous calling. And in the end, the farmer will benefit as much as anyone by the passing of long-time sales, a feature that would be of direct benefit to the whole industry—from manufacturer to retailer.

Rates and Reasons

Like all other lines of business, the implement trade feels the effect of the drastic advance in freight rates. In fact, in a business where the shipment of heavy machinery is involved, we have more cause for complaint than other lines of business.

Railroad executives make much of the fact that on many commodities 35 or 40 per cent increase in freight rates means so small an added cost to the unit that it does not warrant any advance in price by the dealer handling such articles. We have yet to see a case where the roads have shown the infinitely small difference the new rates make in the price of a four thousand or six thousand pound tractor, or a shipment of tractor gangs. Their reasoning is good enough when applied to, say, ostrich feathers for ladies' hats but when we come to tonnage of iron and steel as fabricated into farm machinery, the effect of advanced freight rates becomes mighty evident, as the farmer will agree on being told the present price of the machines he did not purchase last spring. These increases in the delivered cost of the machine mean an actual increase in the dealers cost. His margin will not allow him to absorb any part of this increase. He must pass it on to the user. And the user raises Hades.

The railroads advance many reasons as a justification for increased freight rates. The C.P.R. estimates that with the new rates effective western gross earnings will be only $15.129 per mile as against $23.894 in the east. Further, they claim that labor must be pacified and kept on the job so that the crop many be handled. The matter of untouched surplus is not to be considered, says the chief counsel for that road, the question is what rates are fair. So the argument goes on, for and against, but one fact is patent. When freight rates advance, immediately wages and the cost of materials advance. This again forces rates, wages and costs to still higher levels. We are in the swirl of a price-increasing maelstrom, the final result of which is higher prices for everything—and each of us individually helps to foot the bill.

Accounting Methods Essential

In handling retail business today, there is no important factor in merchandising properly than by having a thoroughly efficient system of accounting. At a recent convention of retail dealers, one speaker asserted that if the dealer keeps no books he can keep nothing else. By statistics he submitted he proved that 90 per cent of the business launched in Canada eventually failed—a bad showing. He contended that a dealer should pay himself a salary just as he would pay a manager to conduct the business for him. He deprecated the policy of failing to take a fixed sum as salary out of the net profits. Generally, he argued, retailers need to follow a better system, and he claimed that many of the failures were due to faulty accounting methods.

Canada's 1920 Crops

According to government statistics the present year wheat crops alone will net Canada a sum in excess of $700,000,000, and the exportable surplus to be applied to a readjustment of the exchange situation will approximate nearly half a billion dollars. This does not take into consideration the immense crop of oats, barley, flax and rye, or fruits or vegetables.

It is estimated that the wheat yield for Canada this year will total 289,000,000 bushels, as against 193,260,000 for last season. The oat crop will total 556,000,000 bushels, as against 394,000,000 last year. Barley will total 64,257,000 bushels, as against 56,000,000 last year, and flax will total 11,000,000 bushels.

In connection with Western Canada, the grand total for the five cereal crops is estimated to be 664,482,000 bushels. Of the different grains, the following is the estimate made: Wheat, 248,745,000 bushels; oats, 352,109,000 bushels; barley, 47,564,000 bushels; flax, 7,152,000 bushels, and rye, 8,912,000 bushels.

Personal

R. Brown has opened a harness business at Rossburn.

Jos. Bergaman has opened an automobile business at Bruno.

The Plumridge Motor Co., at Mission City, has been dissolved.

Lefstedt & Grant have opened a harness concern at Lucky Lake.

Krant & Boisvert, auto dealers at Legal, have sold out to Sam Cyr.

H. T. Kohnke is the owner of a new harness concern at Lucky Lake.

C. B. Buller succeeds J. Simpson in an automobile concern at Alameda.

Clark Bros., automobile men at Weyburn, are succeeded by Clark Bros. & Bell.

Parkinson & Feisl are partners in an auto repair and tractor concern at Kuroki.

The Dominion Service Garage, Regina, is succeeded by the Maynan Motor Co. Ltd.

Hotsenpillar Bros. & Randle, automobile men at Beiseker, are succeeded by Geo. D. Randle.

Wilton & Davis are proprietors of a tractor and auto concern now doing business at East End.

R. J. Murray, an automobile dealer at Clanwilliam, has sold out in that town to B. Gray.

Davis & Forsyth, implement dealers at Asquith, are reported to have sold out to E. G. Stein.

The premises of J. M. Kosid, an automobile dealer at Kerrobert were destroyed by fire recently.

A. Donaldson has sold out his automobile business at Muenster to the Muenster Automobile Company.

It is stated that H. Schroeder, implement dealer at Aberdeen, will continue his business in that centre.

C. H. McDonald has sold out his implement business at Welwyn to a dealer named J. Clearwater.

F. W. Dalzell has bought out the implement business at Liberty, formerly carried on by J. G. Thompson.

The Ever-Ready Motor Co., Stettler, have sold out their repair department to J. Yurkin and R. Robertson.

Lloyd & Shaw, dealers at Bladworth, have dissolved partnership. L. D. Lloyd now has sole control of the business.

E. A. Kemp, manager of the gas engine department of the Canadian Fairbanks-Morse Company, Winnipeg, made a trip to territory in eastern and central Saskatchewan during the last week in September.

The Ninette Garage has been sold to R. E. Gullett.

Barrigo & Shultz are owners of a new automobile business at Leduc.

The Gull Lake Vulcanizing Works have been sold out to H. Hagen.

The Prince Albert Motor Sales Co. has been authorized to increase its capital from $30,000 to $50,000.

Weeks Motors Ltd., of Nanaimo, have opened a branch at Courtenay.

Driedger & Schmidt, implement dealers at Estuary, have dissolved partnership.

The Dominion Tire Repair Co. is the name of a new concern in Edmonton.

C. Iverson is reported to be selling out his harness business at Buchanan.

G. J. P. Watts, an automobile dealer and garageman at Miniota, died recently.

The Rolfe Storage Battery Co. have commenced doing business in Victoria, B.C.

Gordon Bros. dealers at Bowsman River are succeeded by Gordon & Girard.

Dumouchel & Company, implement dealers at Lac Du Bonnet, are discontinuing their business in that village.

Lewis & Orchard are a new firm handling farm machinery and tractors at Pelly.

The City Garage and Machine Shop, Woodrow, is reported to be going out of business.

West & Forbes have opened a vulcanizing and accessory business at Strathmore.

J. P. Burke, an implement dealer at Castor, is advertising his business for sale.

A. A. Hassard has bought out the implement business of S. S. Lee, at Shannavon.

Burgess & Lawton, automobile dealers at Boissevain, are succeeded by Todd & Tremblay.

The Sigmore Motor Co., Victoria, has sold out its branch business at New Westminster.

Gregg, Ralston & Hockley Ltd. is the name of a new automobile concern at New Westminster.

G. Baldwin, an implement dealer at Loreburn, has sold out his business to W. J. Drummond.

The Western Truck Body Co. is a new body-building concern recently incorporated at Winnipeg.

R. McKenzie, manager of the Winnipeg branch of General Motors of Canada, Inc., spent a week or two in Eastern Canada last month.

Hamblin Bros. have registered partnership in an implement and automobile concern at Dominion City.

H. Nebozenko has bought out the implement business at Cudworth, formerly carried on by Andrew Zwack.

R. F. Kinnon, implement dealer and garage owner, Briercrest, has sold out his interests to Healey Bros.

Holliday & Morgan, auto dealers at Pangman, have dissolved partnership. Mr. Morgan continues the business.

The Kirkaldie Garage, a concern selling cars and implements in Swift Current, suffered fire loss on their premises recently.

S. J. Taylor & Co., Yellow Grass, are stated to have discontinued operations in their implement and automobile business.

T. Bellamy reports that he is located in the implement business at St. Boswells, not at Bateman, as was stated in a previous report.

The Well Tool and Iron Works Ltd., Calgary, have sold their plant and discontinued the manufacturing and repairing business.

It is reported that T. Hogarth, an implement dealer at Dunblane, has discontinued operations in that town.

W. N. Robinson, manager of Robinson-Alamo Ltd., Winnipeg, spent a few days in Manitoba territory the latter part of September.

Fire loss is reported in connection with the premises of Union Traders Limited, Winkler, a concern handling implements and automobiles.

H. R. Eade, manager of the Magnet Metal & Foundry Co., Winnipeg, visited Saskatoon and other western points the latter part of September.

L. B. Downie, manager of the Winnipeg branch of the Cuthbert Co., of Minneapolis, spent a few days at the Minneapolis office. early in October.

E. S. Strachan, manager of the western branch of the Swedish Separator Company, reports a very satisfactory business this fall.

Rempel & Toews, implement dealers and garage owners at Steinbach, have sold out in that town to a dealer named P. S. Sprung.

A change in management is reported in the J. W. Pepper Manfg. Co., at Drumheller. The company carry on a machine business.

The Commercial Credit Co. of Canada, a concern handling implement and automobile financing business, have closed their branch at Regina.

J. Cook, manager for the Gilson Manufacturing Co., Winnipeg, is at present on a visit to the head office and factory of his organization at Guelph, Ont.

A report states that James McEwen, the well known implement dealer at Togo, is selling out his farm machinery lines in that town to J. Brown & Son.

Dundus & Oxley, dealers in tractors and tractor implements at Innisfail, have dissolved partnership. Mr. Dundas will continue the business as sole proprietor.

J. M. Hardgrove, Avery salesman travelling out of the Madison, Wis., branch, has been promoted to the position of Avery branch house manager, at Columbus, Ohio.

Charles Thompson, manager of the Brantford Roofing Co., Brantford, Ont., is at present on a business visit to Western Canada. Mr. Thompson is a former resident of Winnipeg.

D. N. Jamieson, manager of the R. A. Lister Co., of Canada, reports the receipt of large shipments of engines and lighting plants from the companies' factories at Dursley, England.

G. W. Kettlewell, a blacksmith and garage owner at Keeler, has sold out his blacksmith interests in that town and will enlarge his automobile and tractor repair business, adding to existing premises.

R. M. Moore, for the last two years a traveler with the Miller-Morse Hardware Co., is now associated with W. H. Johnston, a dealer at Eston. Mr. Moore will handle the hardware side of the store.

P. J. Grout, manager of the Twin City Separator Co., Winnipeg, recently returned from a business trip to Calgary. Mr. Grout reports a very heavy demand this fall for their line of fanning mills.

Prof. J. B. Davidson, Ames, Iowa, secretary of the American Society of Agricultural Engineers, will present an address on Standardization at the Convention of the National Implement and Vehicle Association, on October 20th.

A report states that W. N. Warren, general manager of the Swedish Separator Co., Chicago, has resigned from that organization to take care of other interests. Mr. Warren has a remarkable record in salesmanship and as an executive.

B. T. Tucker, the well known implement dealer at Ste. Rose du Lac is reported to have sold out his interests in that town to an organization incorporated under the title of the Farmers' Mutual Stores Ltd. It is stated that Mr. Tucker will continue as manager of the new concern.

The firm of Heyworth & Green, auto dealers and repair men at Duncan, has been dissolved. Mr. Green retires from the business. In the same town Dobillard Bros. have opened a tire and accessory business.

R. A. Laufensweiler, dealer for the Cockshutt Plow Co., at Ridgville, paid a visit to Winnipeg recently. He reports that he has built a new shop 30 by 50 feet and will use his old premises as an auto and tractor repair shop.

F. J. Sprung, head of the John Deere Plow Works, Moline, Ill., visited the Winnipeg headquarters of the John Deere Plow Co. early in October. After spending a day or two in Winnipeg he proceeded west to visit the other branches of the organization in the Canadian west.

A Matheson, sales manager and E. N. Dack, purchasing agent of the D. Ackland & Sons organization, returned recently from a visit to trade centres in the United States. They report that hardwood prices still remain high, and that in the malleable trade parts are very hard to secure.

A. G. Umbarger, manager of the John Deere Manufacturing Co., Welland, Ont., was a recent visitor to the Winnipeg office of the John Deere Plow Co. Ltd. Mr. Umbarger proceeded west and will spend some time at the various branches of the company at Regina, Saskatoon, Calgary, Edmonton and Lethbridge.

The Nelson Hardware Co., Nelson, B.C., report business excellent in the farm machinery department of their business in that town. Since opening a warehouse especially built for their implement lines they have experienced a remarkable increase in business. The company specialize on service to their customers in connection with the lines they handle.

A. E. Donovan, formerly manager of the Cushman Motor Works of Canada, Winnipeg, left that city on September 27th, to take up residence in Yorkton. Mr. Donovan has purchased premises in that centre. He will handle the Cockshutt line, Advance-Rumely goods and the Cushman line, and will also do a transfer business for implement and machinery concerns.

H. F. Anderson, manager of the Anderson-Roe Company, Winnipeg, recently returned from a

(Continued on page 28)

"Grab the Hart-Parr contract if you can get it!"

That's what a seasoned old implement salesman told a prospective tractor dealer. This hustling old "knight of the road" had been up and down the line for years, heard the inside gossip from Hart-Parr dealers and their competitors—he knew what he was talking about.

This dealer took the implement salesman's advice and he knows now that he was right because he has been a Hart-Parr dealer for over a year.

Any real, red-blooded man who is honest and ambitious can make good with the Hart-Parr 30. He need fear no competition. He will have a real tractor, backed by a manufacturing organization with twenty years experience in building tractors. Hart-Parr Company are tractor specialists who know tractor building from A to Z.

The first requisite of a successful tractor dealer is to have a good tractor. "Grab the Hart-Parr contract." You can get it if you can measure up to our standard of sales and service.

Write today for particulars.

HART-PARR COMPANY
Founders of the Tractor Industry
416 Lawler Street Charles City. Iowa

Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today. The great grand-daddy of all Tractors was old Hart-Parr No. 1, built in 1901.

A POWERFUL STURDY THREE-PLOW KEROSENE TRACTOR

HART-PARR 30

BUILT BY THE FOUNDERS OF TRACTOR INDUSTRY

Fanning Mill Concern in New Warehouse

The Standard Fanning Mill Co. Ltd. have now moved into their new home on McPhillips St., Winnipeg, where they will be in better shape than ever to take care of the ever-growing demand for their product.

This company reports that they have only been in business for six years, but in that time have grown to immense proportions, having distributing houses in all parts of North and South America. Two years ago this firm commenced business in a small way, with headquarters in Regina, but a year ago moved to Winnipeg, where their quarters, which at that time thought ample, were found to be too small to properly take care of their business, so a larger building was bought.

The new building is 60x160 feet, two storeys and with full basement, giving 28,800 square feet of space used exclusively for the Standard mill. They have a private spur track with a capacity for unloading four cars at a time.

The Standard Fanning Mill Co. specialize on fanning mills, devoting all their time, efforts and facilities to the building of an all-purpose fanning mill and grader. This Standard mill, says the company, has patented features found on no other mill on the market, so that it is somewhat different from the old style machines. Also this mill in addition to being an all purpose mill has attachments on it making it a most efficient wild oat cleaner.

Warehouse and Offices of the Standard Fanning Mill Company, Winnipeg

A. T. Anderson is manager of the Winnipeg branch, while W. H. Lewis is general agent. The following travelers cover the three western provinces, with headquarters at Winnipeg. Messrs. W. C. Thomas, A. B. Monk, V. Pahrsons and Christy Thorsten. All of the travelers are men thoroughly familiar with grain grading and cleaning, so that they can at all times help their dealers get the best results throughout Western Canadian territory.

Further Sales Tax Amendments

Amendments clearing up debatable points in regard to the Sales Tax are still being announced by the revenue department at Ottawa. According to the amendments issued recently, there are some interesting features relating to the status of the manufacturer and his selling agency.

Where orders are taken by the sales agent and transmitted to the Canadian manufacturers, who ship direct to the customer and bill the customer direct, it is held that there is no sale to the sales agent by the manufacturer. In such cases the customer will pay the sale tax to the manufacturer.

If the manufacturer sells to a so-called sales agent and the sales agent, in turn, sells the goods to the customer, the manufacturer will be required to charge a sales tax of 1 per cent to the sales agent and the sales ageint will be required to charge another sales tax of 1 per cent to the customer.

When the sales agent is responsible for bad debts the transaction with the sales agent is regarded as a sale and the sales tax must be charged twice, i.e., 1 per cent by the manufacturer to the sales agent and another 1 per cent by the sales agent to the customer.

Aggressive Methods Essential

The implement dealer to justify himself must put in a day's work in a day as the farmer does. He can't sit still in his store and wait for business. Every countryside has a place for an implement dealer, a man who devotes himself to a study of its agricultural necessities, who fits himself to fill those necessities in the cheapest and best way possible.

Introducing the Westwo Perfect Equalizer

The Dealers' Biggest Sales Opportunity!

The illustration shows the equalizer arranged two horses abreast for six horses. "Westwo" Perfect Equalizers are made to handle anything from two to thirty-six horses.

Solves the Draft Problem

No matter what your customers' needs may be there is a standard combination to suit him. Concentrate your sales effort on the "Westwo" Perfect Equalizer and you get the business in your locality.

In 14 Sizes:

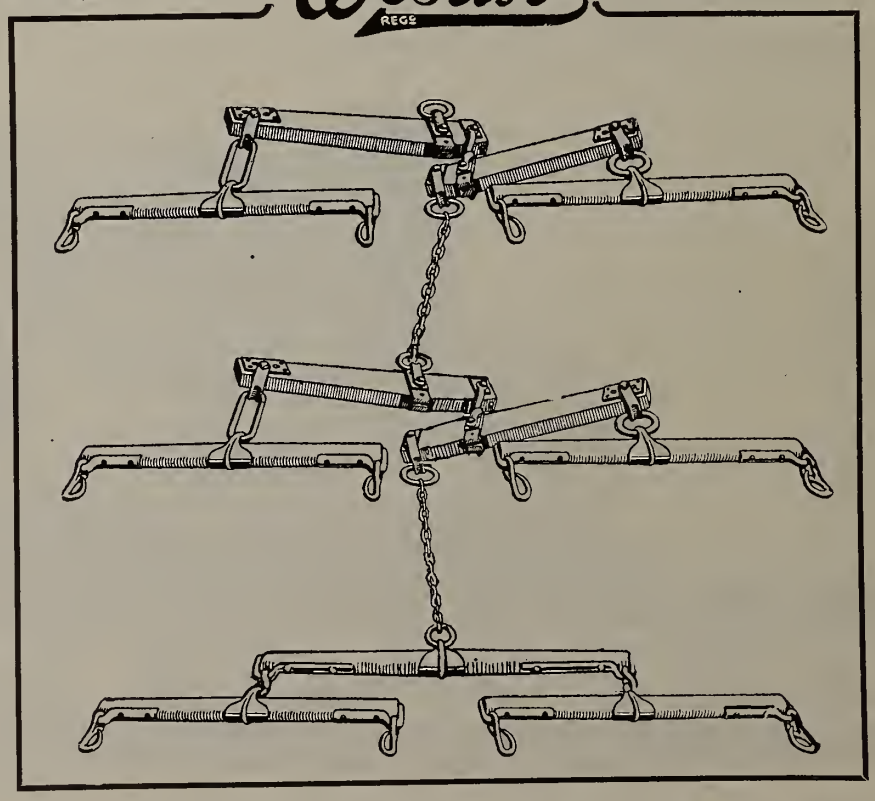
TWO-HORSE LEAD BAR SET

Two-abreast (4 horses)
Two-abreast (6 horses)
Two-abreast (8 horses)
Two-abreast (10 horses)

Three-abreast (3 horses)
Three-abreast (6 horses)
Three-abreast (9 horses)
Three-abreast (12 horses)
Three-abreast (2 in lead)

Four-abreast (4 horses)
Four-abreast (8 horses)
Four-abreast (12 horses)
Four-abreast, two in lead (10 horses)
Four-abreast, two in lead (14 horses)

And any combination up to 36 horses.



Every Farmer a Prospect. To show it is to sell it.

The simplest Equalizer made and the best, reinforced against wear and breakage. The only hitch that will equalize a horse in the position he works. Very light; throws the draft higher on the team. Very little pressure on top of the necks because of high draft and light weight.

A Standard Combination for Every Haulage Necessity

Every horse does its share, no more. The "Westwo" Perfect Equalizer gives greater range of backward or forward movement and more spring or life than any other hitch made.

Our three-abreast hitch does away with bunching and has proved very popular. It has every equalizing feature, is well balanced, and every horse gets its share of the load. Don't stock any other line until you fully investigate the "Westwo" Perfect Equalizer.

DEALERS: Get the agency for this line. Don't delay. Write us for Literature, Prices and Attractive Discounts. This is a real Money-Maker. Ask for our new catalog No. 17 D.

D. ACKLAND & SON, LIMITED

WINNIPEG, MAN.

J. I. Case Plow Works Add Night Shift to Plow Division

Due to the tremendous increase in the demand for the J. I. Case Plow Works Company's products, a night shift was added to their force of day workers at Racine, Wisconsin, recently. This will materially add to the already large number of men now employed by this company and likewise make a large addition to the payroll.

This new addition of men is crowding the huge factory somewhat but workmen are fast bringing to completion many new buildings which formed the building program this year of the J. I. Case Plow Works Co., due to their tremendous expansion in business. This building program takes in six up-to-date, modern constructed buildings. Work is being rushed on these buildings as fast as possible, especially the buildings that will comprise the units of the new Wallis Tractor plant.

The problem of moving the vast amount of machinery and transferring the work of the Wallis Tractor unit to the new buildings is now under consideration and the actual moving of the entire Wallis Tractor plant to its new buildings will be started in the near future.

Folders Show Adaptability of Roller Bearings

The Tractor Bearings Division of the Hyatt Roller Bearing Company, Chicago, has issued a series of attractive folders covering the use of anti-friction bearings in various kinds and types of farm equipment including motor cultivators, threshing machines, plows, binders, ensilage cutters, windmills, etc.

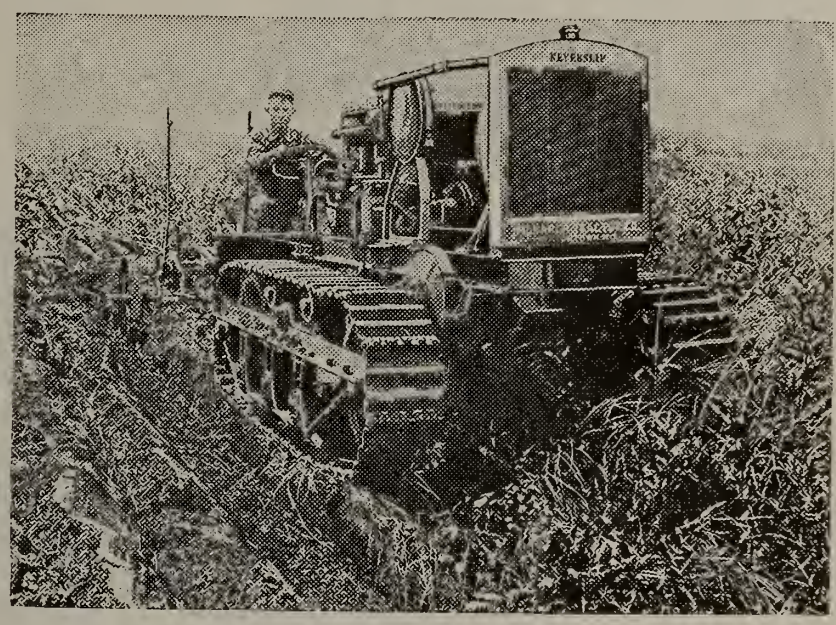
These folders are prepared in the popular "railroad time table" size, a separate folder being devoted to each machine. They are decidedly educational and are designed to furnish the salesman and dealer with ammunition that will be valuable to him in selling modern power farming machinery.

The more a dealer does for his association, the greater its value will be to him.

MONARCH NEVERSLIP TRACTORS

THREE SIZES: 16-9 H.P. 20-12 H.P. 30-18 H.P. FOR EVERY FARM USE

STRENGTH



TRACTION

The Monarch has Power to Spare

DEALERS handling MONARCH "Neverslip" Tractors know their customers need not fear the hardest conditions of ground or grade. They know that the principles of MONARCH construction insure its performance up to the full weight of capacity, under every working condition. Confidence in MONARCH power, strength and mechanical excellence helps MONARCH dealers build big, profitable tractor business.

Engine power in a tractor is only valuable in so far as it can be converted into TRACTION. The MONARCH Tracks give an irresistible grip on the ground and utilize the maximum of actual traction for the engine power developed. The tracks are made of wear-resisting Manganese Steel.

For Every Purpose—in Every Season

The motor and transmission on MONARCH Tractors are designed to meet the most drastic tractor requirements. Extra large bearings; slow speed, heavy-duty motors. Ample power for all belt work.

The MONARCH travels over soft, wet or loose soil, and does the work in early spring when other tractors could not operate. The MONARCH gets in the field first—and stays there even after the snow flies. The dealer does not make good for the MONARCH—it makes good for itself on every job. In every territory where we are not represented we want an energetic dealer to sell M O N A R C H "Neverslip" Tractors. He must be a man who can handle big, profitable business—for MONARCH tractors sell easily—and stay sold.

If you can qualify, and are ready to assume leadership in your territory—don't wait but write at once for full particulars.

DEALERS:—Get the Monarch "Neverslip" Proposition

Manufactured by

MONARCH TRACTORS, LIMITED, BRANTFORD, ONT.

Western Canadian Distributors:

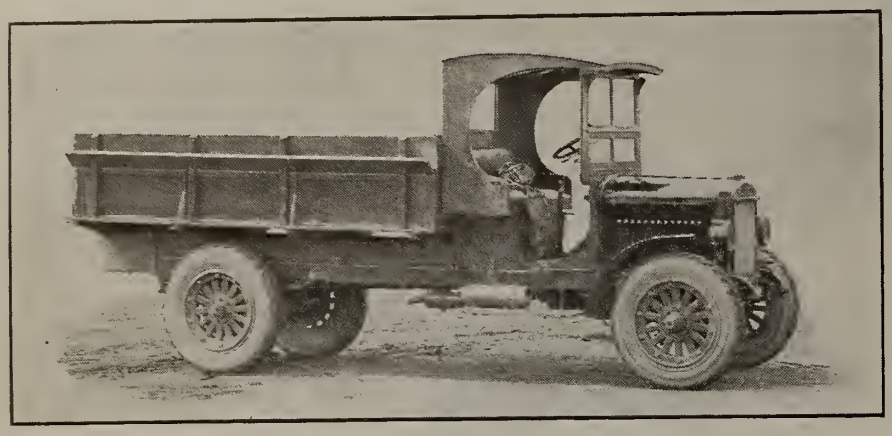
MONARCH TRACTOR SALES, LTD.

146 PRINCESS STREET WINNIPEG, MAN.

McCLENAGHAN & TAYLOR, Lethbridge, Alta. JONES TRACTOR & IMPLEMENT CO., Regina, Sask.

Advance-Rumely Build New Motor Truck

Feeling the need of an efficient and dependable motor truck for farm hauling, the Advance-Rumely Company, La Porte, Ind., has brought out a Model "A" 1½-ton Rumely truck.



The New Advance-Rumely 1½-Ton Motor Truck for Farm Use.

This truck is the result of over 80 years' experience in solving farm machinery problems, and is a worthy sister product for the famous Oil-Pull tractor and Ideal separator. The entire truck is especially designed for farm service. It has a unit power plant with a heavy duty motor, three speed transmission and dry disc clutch. Other features are the large cooling capacity of the radiator, worm drive rear axle, the extra heavy springs, and the extra heavy frame. The standard body is a grain type express body suitable for hauling heavy grains, such as wheat, shelled corn, etc. Suitable extensions will give it larger capacity for hauling oats, barley, or other light grains, live stock, baled hay and other farm products. It will be distributed through the large Advance-Rumely dealer organization in Canada and the United States.

About a week ago four of these trucks left La Porte, Indiana, on a demonstration run, each with 3,500 lbs. of repair parts. Their route is as follows:—Indianapolis, Indiana; Peoria, Illinois; Des Moines, Iowa; Kansas City, Missouri; Wichita, Kansas; Dallas, Texas; Aberdeen, South Dakota, and Fargo, North Dakota. All four trucks will go to Dallas; one will be left there, and on the return trip one will be left at Wichita, one at Aberdeen and one at Fargo. Daily reports received to date by the Company from drivers are extremely gratifying.

Big Capacity and Power

These trucks are made in the Company's factory at Chicago, Illinois. They have a normal load of 3,000 pounds, with a maximum allowable weight of 4,000 pounds. The motor is heavy-duty truck type, 4 cylinders, 3¾x5¼, S.A.E. rating 22½ h.p. Ignition is by high tension magneto with impulse starter. Lubrication is force feed. Service and emergency brakes are provided. Semi-elliptic springs, 40-inch in front, 54-inch behind, are provided, the wheelbase being 144 inches with 56-inch standard truck. The loading space of the Rumely truck is 10ft. 2in. from driver's seat to end of frame. The truck is painted and varnished attractively in red, green and black. The chassis with body complete weighs 5,050 pounds. As standard equipment the following is provided:—Seats and cushions, front fenders, jack, tools, tool box, signal, gas lamps and gas tank.

Four Advance-Rumely Trucks, with 3,500-lb. Loads, leaving Head Office at La Porte on a Demonstration Tour.

Wholesale Hardware Concerns are Merged

The Merrick-Anderson Co. Ltd. and the Marshall-Wells Co. Ltd., wholesale hardware merchants, of Winnipeg, have been consolidated with a combined capital of $1,500,000. The wholesale hardware business of the two companies will be continued under the name and trade marks of the Marshall-Wells Co. Ltd., while the paper factory will be operated under the Merrick-Anderson Co. Ltd., name and trade marks. Geo. A. Merrick will become a director of the Marshall-Wells company.

The Marshall-Wells company, of Winnipeg, was incorporated in 1900. Seth Marshall, president of the Marshall-Wells company, of Duluth, is president of the Winnipeg company.

Riding Comfort a Feature in the Briscoe

On the spring suspension of a car depends its easy riding. A car may have the best of upholstering with perfectly padded seats—but unless the springs completely absorb the road shock, with a slow and easy action, perfect riding comfort is impossible, says the Canadian Briscoe Motor Co.

Realizing that short, stiff springs could never give anything but a jerky, jumpy action, Briscoe engineers spent years in developing the long, flat, semi-elliptic springs that give to Briscoe motorists the sensation of merely skimming over the ground. Briscoe's correct proportioning and perfect balancing are said to still further increase its easy riding.

The Saskatchewan Automobile Repair Act

The implement and automobile trade section of the Saskatchewan Retail Merchants' Association have drafted an amendment in regard to the Automobile Repairs Act in that province. In the Act, in Section 1, "vendor" applied to any person or firm, company or association selling or offering for sale automobiles in his or its own account.

The amendment which the association will present, asks as follows :—

"That Section 1 of the 'Automobile Repairs Act' is hereby repealed and the following Section substituted therefor:—

" 'Vendor' means any manufacturer or person, firm, company or association acting as a distributor for the said manufacturer, selling or offering for sale automobiles on his or its own account."

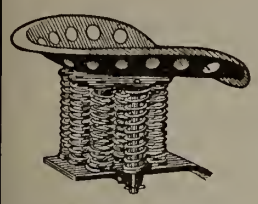
Section 8 of the Act, as passed, throws the onus of supplying repairs for a period of five years on to the shoulders of the individual automobile retail dealer and also on any individual selling a second-hand car to another individual.

With the amendment as above, the Act would put the onus on the manufacturer, thus putting this Act on the same basis as the "Farm Implement Act" which requires the manufacturers to keep repairs at centrally located points.

Showing Rear Axle Spring Assembly in 1921 Briscoe Cars.

Comparing Horse and Tractor

A U.S. tractor concern in Cleveland have purchased a 220 acre farm on which it will make experiments in tractor use. Two adjoining plots of like size were seeded to wheat. On one, horses were used for power, on the other, a tractor. After the crop is threshed a statement covering the results will be issued. Other experiments have been planned in all kinds of farm work.



"Makes Implement Riding Easy"

Farmers Everywhere Are Demanding This Seat

THE rapidly increasing demand for the Adjustable Spring Seat by farmers in all sections of Canada and the United States is making it the most profitable article in the farm implement trade. The seat fulfills a long felt want by doing away with the lameness and permanent injury caused by tractor and implement riding on the old, hard, rigid seats. A farmer who has once used one will use no other.

A wide-spread advertising campaign is now being carried on in leading Canadian farm publications, increasing the present great demand. Will you be able to satisfy this demand when farmers begin to come into your store demanding the Adjustable Spring Seat?

Our Dealer Proposition is the most liberal ever made to implement dealers anywhere and absolutely insures you against the possibility of loss. Write for our Sales Plan and begin to reap big profits at once.

ADJUSTABLE SPRING SEAT COMPANY

Headquarters—218 Society for Savings Bldg.

CLEVELAND, OHIO

DEALERS! ATTENTION

Our Line Dominates the Grain Cleaning Field

Get the Agency for

"Beaver Brand" Grain Cleaning Machinery

GET our Catalog and prices on our Beaver Fanning Mills, Automatic Picklers, Immersion Picklers. We also manufacture Indented Cylinders, as cut above. We have eighteen of these working in one seed house in Winnipeg, separating wheat from barley or oats, or oats from barley. Our Rotary Screen is the fastest cleaner made, handling from 100 to 2,000 bushels per hour.

Now is the time to get your prospects lined up.

Write us for circulars and information

METAL SPECIALTY CO. LTD., Regina, Sask.

Over 250,000 Are In Use

Where Efficiency Counts the Farmer Demands Fairbanks-Morse "Z" Engines

1½ H.P. 3 H.P. 6 H.P.

In building engine business, don't you believe that it pays to concentrate your efforts on a line that represents the best possible farm engine value for your customers? With the "Z" Engine you give the greatest engine service and value at a price in keeping with the quality of the line. It excels in economy of operation. Runs on kerosene, distillate, coal oils and other cheap fuels, as well as gasoline. Handles farm work at the lowest cost.

BIGGER BUSINESS
QUICKER TURN-OVERS and
BETTER PROFITS FOR YOU

"Z" Engines are throttle-governed, assuring constant, reliable power under varying load, steady speed and fuel economy. High-tension, built-in magneto. Speed regulator; removable bushings in bearings, suction fuel feed, removable water-cooled cylinder heads, protected fuel tank, etc.

For Satisfactory Winter Sales—Fairbanks-Morse Type "F" Low-Down Plate Grinders

5 Sizes: 6, 7, 8, 10 and 12 Inch. Capacities: 15 to 100 Bus. per Hour

Here is a seasonable line for the dealer. Type "F" Grinders have more selling points than any other grinder made. Strongly built, rigid design. Have no equal for capacity, good work and low power requirements. Enclosed, flat reversible plates are interchangeable, self-aligning and finely ground. Ball-thrust bearing decreases friction. Direct drive means light draft. Extra set of plates supplied with every machine. Baggers can be furnished for all sizes. Type "F" Grinders are decidedly the most economical on the market. Ask for literature, prices and agency offer on this line.

Show them "Z" Engines and Type "F" Grinders—Sales Follow!

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

SASKATOON WINNIPEG CALGARY (Opening at REGINA Shortly)

When Should the Farmer Buy His Tractor?

By Earl B. Stone, Assistant Advertising Manager, Cleveland Tractor Co.

The records of retail tractor sales for more than five years past show that the farmers of North America buy more tractors in April and September than at any other time in the year. And since these two months mark the opening of the busiest seasons of seed bed preparation we are forced to conclude that farmers wait until the very last minute before selecting their tractors.

But this is a practice which, sooner or later, will cost the majority of tractor owners a whole lot of trouble and delay, and it has already brought discredit upon more than one worthy tractor. If our farmers are to get full value from their tractor investments, they cannot wait until the season is on before buying.

Preparation Means Perfection

A tractor, like any other piece of hauling machinery, whether it is mechanical or alive, must be worked in gradually to bring out its full efficiency. No farmer would think of driving his horses at a mid-season pace after months of inactivity in the barn. He knows their limitations, and so works easily for only a few hours at first, gradually increasing the load and the hours, as sinews harden and their wind improves. This method of building up horse flesh is such common knowledge to the farmer that he forgets or neglects to apply it to his tractor, but when the tractor gives way under the sudden strain of spring work, he refuses to consider himself in any way at fault.

"Working-in" the Machine

Even the lesson learned from their first automobile experience fails to impress our farmers as applicable to tractors. The auto dealers wisely cautioned them to take it easy at first. Some heeded the caution and became enthusiastic over their first machine, while others "stepped on the gas" right from the start, and they got nothing but trouble and expense in return.

How much more this take-it-easy warning should be observed when starting a tractor, is evident from the fact that a tractor motor does more than 20 times the work of an automobile engine in travelling the same distance. If it paid to give the automobile a thorough working-in, it will pay ten times over to give the tractor the same care and attention.

No farmer will ever get all he is entitled to get from his tractor if he buys it the day or the week before he starts to plow. The tractor will do its level best, of course — perhaps it will go through one whole season without a hitch, but he has shortened its life and in the end he will pay dearly for his last minute purchase.

The time to buy a tractor is a month or two before it will be needed for the hard job of breaking ground and fitting the seed bed. The farmers who are going to buy next spring will save money by making their purchase now. A month or more of easy work will get the new tractor "fit" for the strenuous day when it must sometimes work 24 hours without a stop.

Winter Work for the Tractor

There are no end of odd jobs which the tractor can do before spring work opens up, and each day it is used will help to make it more dependable when the heavy work comes along. Most wood lots have some fallen timber which should be snaked to the barnyard and sawed. The tractor will do both jobs, and welcome the chance to limber up its gears. Or there is feed to grind, manure to haul, roads to clear of snow and many other odd jobs to see to.

These odd jobs do things which insure the successful operation of the tractor in the future. First of all they acquaint the owner with his tractor as nothing but actual use can do. They give him the "feel" of his machine, and develop an "ear" for its song of satisfaction or cry of pain. Second, they give the bearings a chance to work and help the valves to seat more snugly. They fit piston rings to cylinder walls more perfectly than the most exact machine can do it, and they limber up every gear and pinion—much as the first days of easy work can take the kinks out of a horse's back and legs.

Once worked-in and properly maintained, the tractor is as far ahead of the horse as the modern mail train is ahead of the old stage coach. But it cannot do its best without a chance to limber up. When the farmer buys his tractor a month or two ahead of the busy season and works up to his "peak load" gradually, he will get the maximum return from his investment. He cannot expect it in any other way.

A Veteran Plow Maker

The J. I. Case Plow Works, Racine, Wisconsin, state that one of the most important features in their plows is the nice adjustment of wing bearing and suction which must be so perfectly balanced that the plow will almost run across the field without a guiding hand.

In the sulky and power plows the wing bearing must be so reduced that the suction causes the weight to be carried on the wheels as it should be without any sledding or dragging.

An example of loyalty. John Gulbronson has been at his straightening anvil for 42 years in the J. I. Case Plow Works Shops, at Racine, Wis.

John Gulbronson has stood by his forge and drop hammer in the big blacksmith shop for more than forty years giving to the shares just the right amount of wing bearing, and to the points just the penetration and suck necessary for the different types of plows.

John's work has a great deal to do in support of the claim that "penetration is built into the J. I. Case Plow Works Company Plows." It is a trade secret that but few men in plow plants have learned. John Gulbronson is one of the few. He stands almost alone in his class.

Willys Controls New Corporation

John N. Willys and his business associates have acquired control of the United States Light & Heat Corp. which manufactures storage batteries, an electric lighting and starting device for automobiles and electric lighting and heating devices for railroad cars, in a factory at Niagara Falls. Willys interests already controlled the Electric Auto-Lite Corp. of Toledo with which the Niagara Falls company was closely allied.

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

MAX OIL WAGON TANKS

Meet the Need of the Oil User

You can render a real service to your customers by introducing this means of overcoming the Oil Container Shortage.

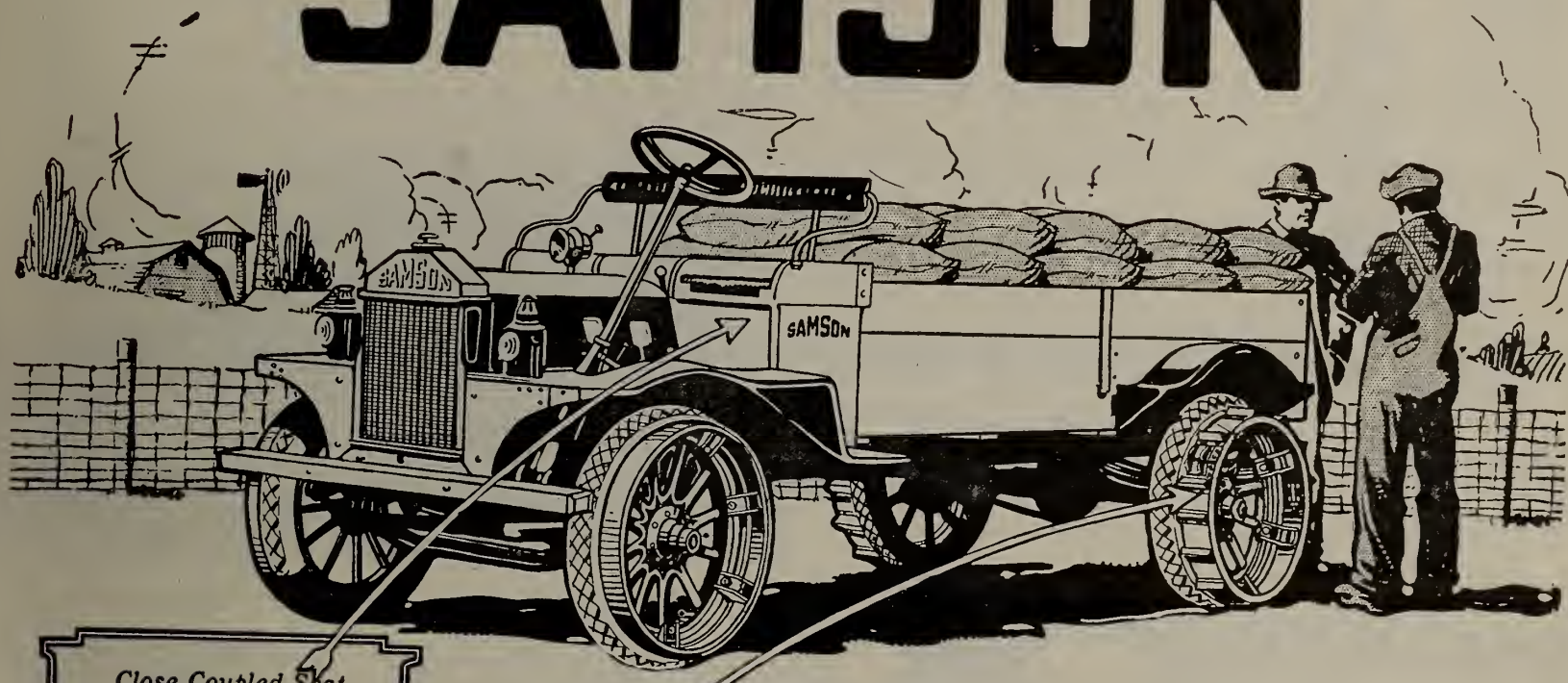
There is a nice profit for you in handling this Tank, which always gives satisfaction.

Made by

Western Steel Products Limited

WINNIPEG Man. | REGINA Sask. | CALGARY Alta. | EDMONTON Alta.

SAMSON



Close Coupled Seat

One-third More Loading Space

Look at this picture of the SAMSON Truck. Note how the seat is placed forward alongside of the hood—instead of back of the hood. This gives one-third more loading space for SAMSON Truck users than is possible in other trucks of same rated size and capacity

Extension Bases

Demountable Cleat Bands Cannot Sink in Soft Ground

This is one of the newest truck inventions and exclusively on the SAMSON The wheels carry extension bases, and the rear wheels are equipped with demountable cleat bands and grouters This provides sure traction in any weather on any road, or in any field Mud, snow, slush or soft ground hold no terrors for SAMSON Truck users

Built for Farm Work

The Samson Truck is not just an ordinary truck for average hauling on good roads. It is a practical, proven mechanical unit and is built especially for farm hauling in the hard-going fields, as well as on the worst roads. You can use it in soft, slushy fields. You can use it on heavy, muddy roads. The Samson makes its own road. This is important to farmers in this community because it means in bad weather, when the roads are muddy and the fields are soft, the owners of Samson Trucks will not have their trucks idle at busy times. They can go right along with all their hauling. The special and exclusive Samson Truck features, explained opposite, make this possible.

SAMSON TRACTOR COMPANY
OF CANADA, LIMITED
SUBSIDIARY OF GENERAL MOTORS OF CANADA, LIMITED
OSHAWA, ONTARIO

Personal
(Continued from page 20)

visit to the headquarters of the Emerson - Brantingham Implement Co., at Rockford, Ill. While south Mr. Anderson went into the supply situation for the coming season and reports that conditions in future will be greatly improved in the implement industry. He left early in October for Regina where he will spend a few days.

E. B. Sawyer, president of the Cushman Motor Works, Lincoln, Nebraska, spent a week at the Winnipeg branch of the company early in October. Mr. Sawyer reports the factory busy turning out Cushman engines. The crops in the United States were never better, the corn crop being a record one. The trouble, says Mr. Sawyer will be for the farmers to get transportation facilities to get their grain to the market as the car shortage is still a deterrent to shipping in the south.

On September 4th, Dorothy Fairchild MacLeod, daughter of D. B. MacLeod, sales manager of the John Deere Plow Co., Winnipeg, was married to John McCord, of the firm of McDougall & McCord, implement and hardware dealers at Wawota. The wedding took place in the St. Johns Presbyterian Church, Winnipeg, and following the ceremony a reception was held at the home of the bride's parents, at 64 Cathedral Ave. The happy couple "honeymooned" in the East.

PUMPS
AND
Clothes Reels

Made in the best equipped factory in Canada.
We make and handle pumps for all kinds of work.
We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

The New Avery One-Ton Truck

The Avery Company, Peoria, Illinois, manufacturers of Avery motor farming, threshing and road-building machinery, have recently announced that they would augment their line and include in it for 1921 the new Avery One-Ton Motor Truck, especially designed to meet the many and varied requirements of farm service. As designed, this new truck is stated to be ideal for all kinds of hauling as it has one-ton capacity with a six-cylinder heavy duty motor. It is equipped with electric lights and self-starting device and standard tire equipment with pneumatic cord tires on all four wheels. Several of these trucks have been in service for some time and the Avery Company is now going into quantity production on them. The recently-acquired Bartholomew Plant at Peoria Heights, which was formerly the home of the Glide Automobile, has been remodelled and will now be given over exclusively to the manufacture of the Avery Truck. The design of this truck is conventional for the most part but there are details in the following specifications that make this truck peculiarly Avery in design.

Hauling Grain with an Avery 6-Cylinder, One-Ton Farm Motor Truck.

Features in Construction

The motor is a six-cylinder, four-cycle, vertical L Head type, with a three-inch bore and four-inch stroke. It has extra heavy drop-forged connecting rods and the crank-shaft, 1¾-in. in diamenter. The cylinders are cast en bloc with removable cylinder head in order to give easy access to pistons and valves.

The motor is equipped with a centrifugal governor of the throttling type which is entirely enclosed and runs in a spray of oil. The governor is mounted on a magneto drive shaft and is driven by the magneto timing gears. The high tension ignition system with K-W Magneto equipped with impulse starter insures perfect ignition.

The Clutch is of the Avery multiple-disc dry plate type of steel on Raybestos, is simple in construction, easily controlled and requires very little attention. The transmission is the Avery selective sliding gear type with three speeds forward and one reverse.

The Hotchkiss type drive is used with the torque and torsion taken by the rear springs. The wheels are Artillery Type Wood Wheels with roller bearings both front and rear, and are equipped with demountable rims. The tread is 56-in., and the wheel base is 129-in. The frame is a pressed steel frame of 5-in. channel sections with three cross members and a bumper in front. The truck is also provided with fenders, both front and rear, made of sheet steel and fastened to the truck by means of steel brackets.

Both front and rear axles are especially designed for farm truck service with a carrying capacity in excess of the capacity of the truck. The front axle is of the inverted Lemoine type, being drop-forged I-Beam steel section properly heat-treated. The rear axle is of the Avery Torbensen Internal Gear type, consisting of two units, one for carrying the load and the other for driving. In this way strength of construction is assured. The final drive is by means of spur gears on the jack shafts engaged with internal gears on the rear wheels, with these gears located a considerable distance from the hub of the rear wheel thus affording the engine-power the maximum grip.

There are two sets of brakes, including the service brake which is foot operated and is external contracting on the rear wheels, and the hand lever emergency brake which is internal expanding on the rear wheels. The wheel bearings are of the taper roller

Sell "Bulldog" Fanning Mills

This Year the Farmer Should Clean Every Bushel of Grain for Market

Bull Dog Mills are made in Five Sizes, 24, 32, 40 48 and 64-inch sieve widths. Capacities 25 to 150 bushels per hour. There's a size to suit the requirements of any farmer. We can make prompt delivery of all sizes.

Clean Grain Means Bigger Profits

The New Improved 40-Inch BULLDOG with Power Attachment and Wagon Box Elevator

Show your customers the BULL DOG way to clean their grain, absolutely removing dockage, conserving valuable feed and raising the grade of their crops. No fanning mill made equals the New Improved BULL DOG for efficiency. The Force Feed Roller gives a perfectly even flow of grain over sieves. The new Weed Screen Sieve gives dustless operation and cleaning results that have never been duplicated. Dealers: Let us have your requirements—NOW.

Specialists in Grain Cleaning and Grading Machinery

THE TWIN CITY SEPARATOR CO. Ltd.
QUELCH STREET : : WINNIPEG, MAN.
Address all correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

type and ball bearings are used throughout the transmission.

The Stromberg M-1 Carburetor is equipped with a hot air stove to facilitate easy starting in cold weather and assuring the burning of every particle of the fuel. The carburetor choke is located on the dash.

The truck is standard in drive, being a left hand drive with gear shift and emergency brake both located in the center and to the right of the driver. The spark and throttle controls are on the dash board. There is also provided a foot accelerator pedal. The electrical equipment consists of a Westinghouse two-unit self-starter, a generator, Willard Truck type battery, Klaxon horn operated by button on the steering wheel, double bulb head lamps, and tail lamp with license bracket and dash lamp.

Equipped as it is with pneumatic tires, a direct drive in high, giving twenty-five miles or better an hour and a choice of several types of bodies for city, farm, or country to town hauls, the new Avery motor truck should find a big demand among the implement dealers

Binder Twine to be Sold by the Bale in the United States

Owing to the conflicting state laws as regards net weights the leading binder twine manfuacturers of the United States have decided that next season they will sell twine by the bale instead of by the pound. In some states twine cannot be sold by the gross weight. It must be sold by the net weight and the dealer may either charge extra for the wrapping or sell by the bale. As in Canada, twine has formerly been sold by the pound in 50-lb. bales with the assumption that the two pounds tare for bag and lashing was equal in value to two pounds of twine.

The International Harvester Company announces that orders taken by them will call for a given number of bales of twine "of about 50 pounds each". The price per bale will be stated. The company will determine the price per pound in the usual way and the price per bale will be fifty times the price per pound.

Owing to the fact that a large proportion of the binder twine used in Western Canada is imported from U.S. mills, it is presumed that the system of selling agreed to by the large twine producers in that country will apply also to Canadian sales. As a matter of fact, the result of the system of selling for both buyer and seller of binder twine will be the same as under the old system of selling at gross weight.

Freights in England

Implement and machinery freight rates in Great Britain are now increased by 60 per cent, and prices have been advanced to cover the higher cost of transportation. The average cost of transporting a ton of agricultural machinery (British ton, 2,240 lbs.) was formerly $6.00. It will now be $9.60.

BEAVER KEROSENE TRACTOR

Get Our Agency Proposition

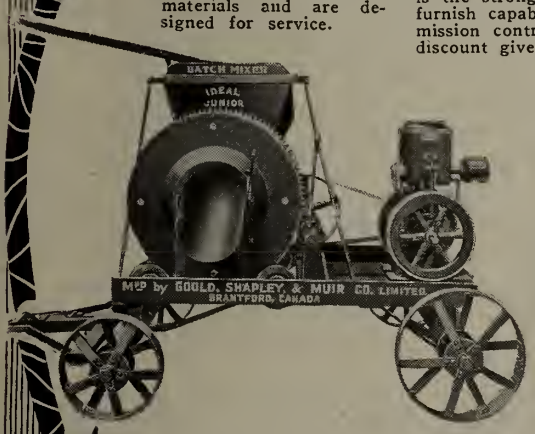
SOME good territory is available to live dealers. Send for free descriptive literature and particulars of our attractive proposition to dealers. Our reputation for quality goods and prompt service makes the Goold, Shapley & Muir line an agency that will add prestige and profits to your business. Full stocks of machines and repairs carried at our Western branches.

BRANTFORD STEEL SAW FRAMES
completely equipped, are made from the very best materials and are designed for service.

Get the Fall Windmill Trade by Handling the "Ideal" Double Geared Pumping Windmill—

the simplest double geared windmill made. Few parts mean long life and small upkeep. Its roller and ball bearings insure running in lighter breeze and minimum amount of lubrication. Many "Ideal" windmills in Western Canada are giving perfect satisfaction after 25 years continuous service. The "Ideal" double-braced and double-girted tower is the strongest windmill tower made. Never blows down if properly erected. We furnish capable windmill experts to install complete outfits, if required. Liberal commission contract to dealers. Sold on easy terms to farmers, or very attractive cash discount given to dealers buying outright. Write now for our proposition.

"MAPLE LEAF" GRAIN GRINDERS
are the best sellers in Canada. They are guaranteed to satisfy the users. Specially designed, extra strong and well built, allowing high speed and largely increased output. Made in sizes 6 to 15-inch—a size for any power. Write for special prices to dealers.

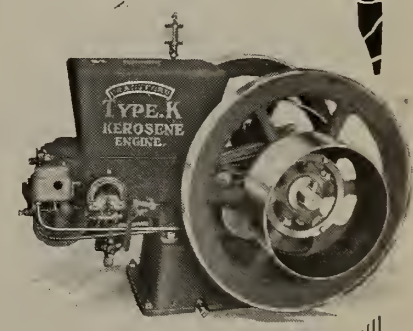


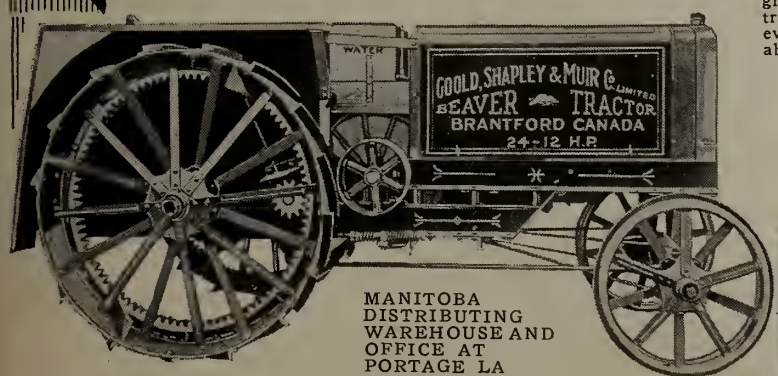
"Ideal" Junior Concrete Mixers

are designed to meet the requirements of smaller jobs. They are strongly built and will stand up and last against the wear and tear a mixer is subjected to.

Brantford Type "K" Kerosene Engines

are sold at popular prices with attractive discounts to dealers. Made in three sizes: 2-4-7 H.P. An engine that is sold on its merits. It is guaranteed to develop excess horse-power and to positively not overheat running to full capacity all day burning kerosene. A great fuel saver. The "Brantford" has few working parts. Fuel tank is in engine base, magneto ignition, accurate governor and speed changing device. Write for particulars.



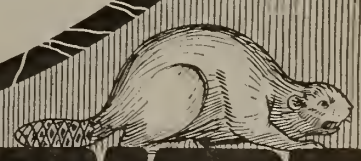


MANITOBA DISTRIBUTING WAREHOUSE AND OFFICE AT PORTAGE LA PRAIRIE, MAN.

The "Beaver"

is the most profitable tractor you can handle. The tractor with "THE DRIVE THAT PULLS"—seven speed friction transmission. Built in two sizes: 12-24 H.P. and 15-30 H.P. Running economically on kerosene, it produces great surplus power over our conservative rating. Seven speed friction transmission eliminates all gear troubles and gives a range of speed for every job—belt or haulage. "Beaver" users are "Beaver" boosters. We are able to make immediate delivery of a limited number for fall plowing.

Write for Our Attractive Sales Plan



Goold Shapley & Muir Co. Limited.
Factory Brantford, Western Head Office-Regina.

Hardware and Implement Mutuals Enter Canada

The Retail Hardware Mutual Fire Insurance Co., of Minneapolis, The Minnesota Implement Mutual Fire Insurance Co., of Owatonna, and The Hardware Dealers' Mutual Fire Insurance Co., of Stevens Point, Wisconsin, have obtained licenses from the Dominion of Canada and are now ready to offer the hardware and implement trade the same savings on fire insurance which have been enjoyed for so many years by the dealers in the North-Western United States. These companies report that they were organized a number of years ago as a protest against excessive insurance rates charged by stock companies. Their success in the States is stated to have been remarkable, fully proving that the foundation of such companies was warranted, for besides returning substantial dividends the three companies have accumulated over a million and three-quarters in net cash surplus, and have insurance in force totalling nearly two hundred million dollars.

Each company has made the necessary deposit of $50,000 with the Receiver-General of Canada for the protection of policy holders and have received license accordingly. These licenses have been registered at the present writing in Manitoba and business can be accepted immediately in that province. Application for registration has been granted in Saskatchewan, Alberta and Manitoba and the companies report that inside of thirty days it is expected business may be accepted in Ontario.

The companies will operate in Canada under the name of "The Canadian Hardware and Implement Underwriters", with head office at 802 Confederation Life Building, Winnipeg. The same method of operation will be continued, viz: charge board rates, collect full premium in advance, return dividend or saving at end of policy year. If policy is not renewed, check is mailed to policy holder for dividend. If policy is renewed, the dividend is applied on the renewal premium. The management has authorized a dividend of 50 per cent at the outset which they state will place the Canadian policy holders on an equal footing with those in the States as to the benefits of the organization.

Every hardware and implement man is eligible for this mutual insurance. In addition, general stores are insured in cases where the value of the hardware and implement stock is 25 per cent or more, but the dealer must have at least 25 per cent of his stock in hardware and implements in order to meet the requirements of the company and obtain insurance. In addition to business premises, the companies insure the dealer's dwelling and household effects, and allow the same dividend on these policies.

Owing to the intermingling nature of the automobile business and the hardware and implement business the companies report that they have taken on the writing of garages and are allowing a dividend of 40 per cent on this class of risk.

Operating as they do under Dominion and provincial supervision, with $150,000.00 on deposit at Ottawa, and with their large surplus, these companies, through the medium of The Canadian Hardware and Implement Underwriters, offer to the dealers of Canada an opportunity for insurance equal to that enjoyed by their brother dealers to the south. The underwriters state that no money will be sent to the United States, but that the surplus accumulated in Canada will be invested in Canadian government bonds. C. L. Clark, formerly with the U.S. companies, has been appointed Canadian manager.

Progress in the Construction of Farm Engines

In the farm engine field, mechanical initiative becomes constantly more noticeable. Improved ideas are being embodied, and more attention is being paid to fuel efficiency, in conjunction with reliability of operation. One of the features claimed by the Edwards Motor Co., of Springfield, Ohio, as original and exclusive in the farm engine field, is that of convertible power. By this the engine can be converted to any power range, varying from 1½ to 6 h.p. It is claimed by the makers that such an engine gives the farmer with one power plant. an engine suitable for pumping water, or for heavier loads, such as operating a feed grinder, saw, feed cutter, or any machine requiring not more than 6 h.p. to operate it. It is stated that the convertible power feature in Edwards' engines gives the operator what amounts to full load economy results within its power range. The Edwards motor is sold in Western Canada by Henry Rustad, 416 Corydon Ave., Winnipeg.

A 4 or 5 horsepower engine set to do a pump jack job of 1 to 1½ horsepower is not efficient or economical on that job. On the other hand, the little pumping engine of 1 to 1½ horsepower is useless for driving heavier machines, such as a feed mill, for instance.

The Edwards engine has two cylinders, 3x5 inches, placed side by side, operating horizontally. The cranks are set at an angle of 180 degrees, but the connecting rods are coupled to the single flywheel placed centrically between the two cylinders. The engine is throttle governed, designed especially for kerosene operation, and ignition is by a geared, low-tension magneto with make-and-break igniters. The practicable speed range is given as between 600 and 1,000 R.P.M.

The engine has been specially worked out as a variable power unit so that it can handle economically all farm power tasks from pumping, up to jobs requiring tractor power. Naturally if the speed of an engine is doubled, the power also will be doubled, provided the engine is working under equally efficient operating conditions.

When running the Edwards at minimum recommended speed

The STANDARD
WILD OAT
CLEANER, GRADER, SEPARATOR

Built in Four Sizes **Nos. 24, 32, 40, 48**

Extra long screens make the "STANDARD" the best grain grader on the market. Easy running and very simple to operate.

The Largest capacity mill on the market. Can be furnished with sacker or wagon box elevator.

Why the "STANDARD" is the best, as well as the fastest Separator.

Over each of the five wheat gang sieves we have a set of stationary wooden slats, which work on the sieve, at all times keeping the sieves clean, evenly distributing the grain over the FULL surface of the sieve so that EVERY part of the sieve MUST be doing its share of the work and EVERY kernel of grain must come in contact with the sieve. This is the reason no wheat goes over with the tailings, as is the case with most cleaners. These slats PUSH the wheat through the perforation, keeping the oats flat and carrying them over. That is why we can guarantee twice the capacity of any other mill having the same sieve surface. THE WEATHER WILL NOT AFFECT THESE SLATS.

The "STANDARD" feeding device is perfect, working automatically, so that when the machine stops the feed stops, without any adjustment.

The "STANDARD" is equipped with "rubbing bars" under the screen, keeping the screen clean at all times, which means clean and fast work.

The "STANDARD" is a very heavy, durable machine, having durable sieves, which will not sag in the centre, insuring at all times a level sieve.

The "STANDARD" is an all-purpose, large capacity machine which is meeting the requirements of the most particular farmer and seedman. Don't fail to see it.

Dealers: *Write us at once and we will have our representative call and show you why our mill is the one you should sell.*

MANUFACTURED BY

STANDARD FANNING MILL COMPANY

MINNEAPOLIS, MINN. WINNIPEG, MAN.

with the idea of developing only 1½ h.p. one of the cylinders is cut out, the fuel being turned off, and the other cylinder runs under fair throttle opening. The compression of the idle cylinder can be released, but under operating conditions little power is absorbed and the air compression helps blanket vibration and preserves evening running.

Both cylinders firing will deliver 3 h.p. at 600 r.p.m., 4 h.p. at 750 r.p.m., 5 h.p. at 900 r.p.m. and 6 h.p. at 1,100 r.p.m. At the maximum speed the piston travel is below 1,000 feet per minute.

Christiansen Implements Move Plant

Christiansen Implements Ltd., Winnipeg, manufacturers of plow packers and pulverizers have moved their plant, machinery and equipment from their old location at the corner of William Ave. and Arlington to the machine shops of the Magnet Metal & Foundry Co., at Elmwood. In future their lines will be manufactured at the above plant. The offices of the company, says W. M. Jones, manager, will be continued at the old address as formerly. The staff of machinists employed by the company have been transferred to the Magnet Metal & Foundry Company's plant. The company report a very satisfactory year's business, with heavy orders in hand for next season.

A Dealer's Wall-Poster

The Standard Fanning Mill Co., Winnipeg, recently sent us a copy of their new poster for use by local dealers. Nicely printed in two colors, this hanger shows the various sizes of the Standard fanning mill. In the centre is shown a large sectional drawing of the mill indicating the sieve layout and the leading features in construction. The main sales arguments are boldly displayed in red and the poster as a whole is one that should be of sales assistance to the dealer by attracting the attention of farmers visiting the store.

Standardization of Automobile Tires

The Rubber Association of America are leading a campaign with the aim in view of standardizing the manufacture of automobile tires. During the war, in order to conserve rubber, many unusual sizes of tires were eliminated and manufacturers and dealers endorsed this step as a means of simplifying the tire business and reducing the number of sizes it was necessary to stock.

When the war ended, tire manufacturers, rim makers and car builders continued to co-operate with a view to reducing the number of sizes from more than 250 to the smallest possible number compatible with giving adequate service. Under their plans all owners of cars, using tires of unusual sizes, will be able to get tires for their cars as long as the cars last, but no new cars will be made calling for any except the standard sizes.

The tire sizes selected for perpetuation are as follows: Pneumatic Automobiles Tires—30x3½ Clincher; 32x3½ Straight Side; 31x4 CL; 32x4 SS; 33x4 SS; 32x4½ 55; 33x4½ SS; 34x4½ SS; 35x5 SS.

International Have New Motor Truck

The International Harvester Co., Chicago, report that their motor truck business has increased 1,500 per cent since 1914. They will shortly place a new model on the market, which will be known as the Model S Speed Truck. At an early date the company will devote their plant at Springfield, Ohio, to the production of this truck. The Model S will be a 1,500-pound capacity truck, 115-inch wheelbase, equipped with 34x5 pneumatic truck cord tires and electric lights and starter. The list price of the chassis will be $1,500 f.o.b. factory.

It's not the amount of time you spend on a certain venture that counts, but the way you spend it.

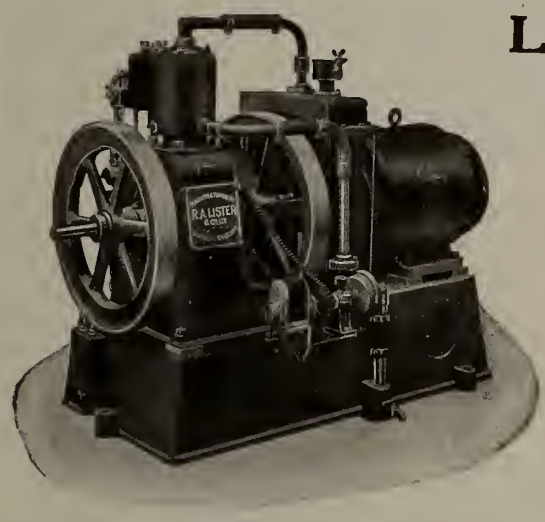
Experienced Implement Man Seeks Executive Position in Alberta

Twenty years in implement trade in Northwest. Full experience in travelling, office and executive positions.

Thoroughly acquainted with Alberta trade conditions, dealers and requirements.

Responsible References.

Address Box 20, Canadian Farm Implements, Winnipeg.

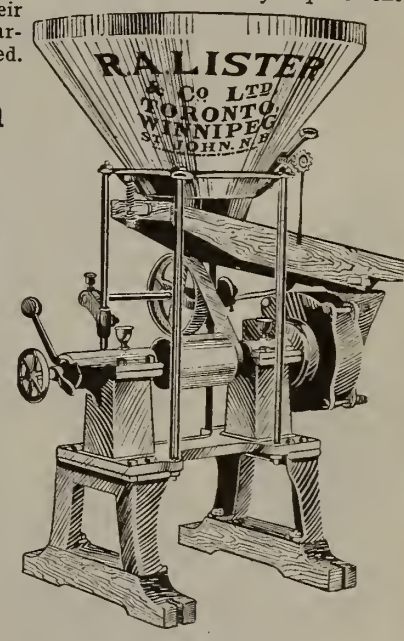


Lister-Bruston Automatic Electric Lighting Plants

Adapted to farm or town use. A big sales opportunity for dealers. Made in 14 sizes. Capacities from 60 to 1,500 lights. A size to sell for every demand—farms, town homes, churches, schools, halls, municipal use, etc. Driven by the famous single, twin and four cyl. Lister slow-speed engines. Direct connected to protected dynamo. Electric throttling governor. Simple; easy to operate. Send for descriptive literature on this line.

Lister Storage Battery Lighting Plants

Here is a line you can find a good demand for in your territory. Simple in design. Easily operated. Battery, generator and switchboard assembled on one base. No complicated mechanism. We can supply a lighting plant combination for any requirement. Your customers can use their own engine. Send us particulars of what they need.



Sell Lister Grain Grinders this Season

Five Sizes: 6 to 12-inch Plates. Large Capacity

We guarantee Lister Grain Grinders to grind more feed on the same power than any grinder of the same size on the market. Heavy steel shaft with extra long bearings gives durability and rigidity. Ball thrust bearing. Large feed trough; ample screening capacity. Strong, reversible plates with worm force feed. Sand screen. All machines are fitted with bagger pulley. Special feed regulator on hopper. Sold with or without base. Get dealers' literature and prices.

LISTER ENGINES

2, 3, 5, 7 and 9 H.P.

Make the Dealer More Money

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition — no batteries. Automatic lubrication. Economical to run. Shipped complete with skids. Lister engines are what the farmer wants. Sell them this winter and make money.

Our Line Includes:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, "Melotte" and "Lister-Premier" Cream Separators, Milking Machines, Churns, Ensilage Cutters, Silos, Sawing Outfits, Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

Lister Double Unit Milking Machines

Our 1920 model is the last word in milkers. Lister milking machines have been in use all over the world for 15 years. Made in single or double units. Simple in design. An ordinary 1½ h.p. engine or motor will operate them. The Lister Pulsator gives a perfect release of the teats. The cups cannot fall off, and the stroke of the pulsator can be altered instantly to suit the individual cow.
DEALERS—Send for special literature. Let us show you how you can get the milker trade by handling the famous Lister machines.

R. A. LISTER & CO. (Canada), LTD.

Winnipeg, Man. - - - **Toronto, Ont.**

Hart-Parr Will Protect Customers on Prices

The Hart-Parr Company, manufacturers of tractors at Charles City, Iowa, announced on September 30, that they would protect every person, who purchases one of their tractors, against a reduction in price before June 1st, 1921. If through reduction in manufacturing costs they are able to reduce the price of their tractor before next June, they guarantee to refund to owners who purchase tractors between now and June 1st, the full amount of that reduction.

They state that, in their opinion, lower prices in manufacturing must be based on lower prices for raw materials, and the stimulating of quantity production. If that time comes before June 1st, 1921, every farmer owner of a Hart-Parr tractor becomes a partner of the company and shares with them the full extent of that reduction.

Coming as it does, right on the heels of drastic smashing of prices regardless of production costs in the automobile industry, this announcement is interesting to every line of trade. It strikes back to the fundamental of necessary price reduction of raw materials as a basis for lowering manufacturing costs, and guarantees to the customer all the benefits which will come from price reductions for the next nine months.

"Our company", said president C. D. Ellis, "has been built up during the past twenty years on the foundation of fair dealing with our customers. We do not believe our customers want us to stand a loss in order that they may buy tractors more cheaply. They do ask, however, that we manufacture a good product at a reasonable price and that when manufacturing costs come down we give them the benefit of the saving made.

"That is exactly what we intend to do. The moment we can move our high priced raw material off our floors we will give our customers direct the benefit of the saving made through buying on a cheaper raw material market. That saving to our customers will go into effect the day our production costs come down and will not have to wait for any artificial stimulus to be applied to the market. All artificial tampering with the market tends to destroy business stability."

Trainload of International 8-16 Tractors Leaving the Harvester Tractor Works in Chicago.

International Harvester Tractor Works are Enlarged

The trainload of International 8-16 tractors shown on the photograph is on its way out of the Harvester Company's tractor works in Chicago bound for the dealer's store. Two or three hundred tractors getting away behind a big engine are more or less of an incident in the life of this great plant, which has been forced to operate on a quantity basis by the growing demand for this popular power.

Through the group of buildings in the picture International 8-16's gradually grow into completed power plants. In the right foreground is the new foreign shipment building nearing completion to be devoted to the packing of tractors for other lands. To the left is the million dollar foundry recently completed, representing the very latest in design and construction, with conveniences and equipment to secure maximum production with minimum strain on the personnel. Every floor of the tall building in the middle, which was raised in the feverishly intensive days of the war for the production of government work, is now devoted to motor testing and the machining of International parts. In the background, marked by the chimneys and spires, are the buildings—most of them built earlier—where the other operations in the production of tractors are carried forward.

Willard Battery Co. Build Canadian Plant

The Wilkinson Plow Works, Toronto, have sold a part of their property in that city to the Willard Storage Battery Co., of Cleveland, Ohio. The price of the land, on Wiltshire Ave., is stated to be $70,000. The site covers three acres and the Willard organization will start immediately to erect the fire unit of a series of buildings for the manufacture of Willard Storage batteries in Canada.

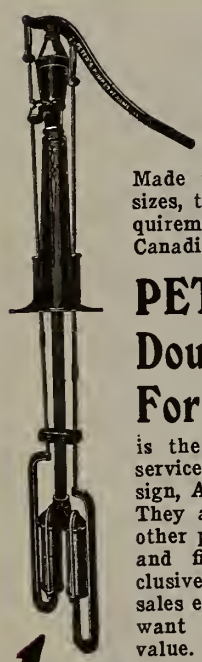
English Tractor Tests Bar American Implements

In the tractor tests to be held by the Royal Agricultural Society of England, the latter part of September, the Society ruled that all implements used in connection with the tractors must be of British manufacture. This ruling led to the withdrawal of some American concerns who have branches in England, who are selling both tractors and implements in that country.

In The Sisal Market

Cordage Trade Journal, New York, reports that the Eric Corporation of that city, in which the Royal Bank of Canada is interested, has placed a proposition before the Comision Reguladora, of Yucatan, under which the corporation plans to re-organize the sisal concern with the aid of the Federal Government of Mexico. It is proposed that an export tax of 1½ to 2 cents per pound be placed on all sisal fibre produced

PETERS PUMPS



Give More Water in Less Time with Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

ALWAYS DELIVER THE WATER

Dealers: Get Peters' Pump Proposition for 1920

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "comeback." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Kewanee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

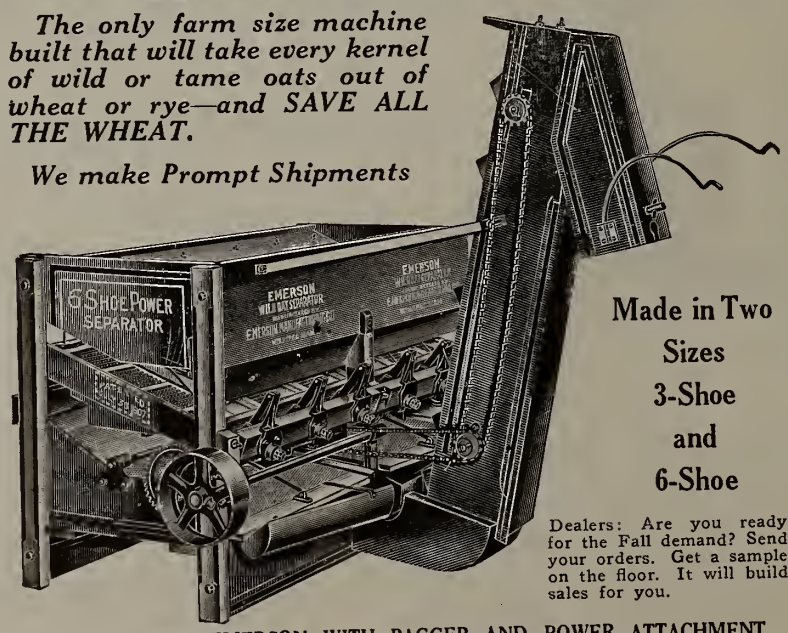
Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

EMERSON WILD OAT SEPARATORS

The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and SAVE ALL THE WHEAT.

We make Prompt Shipments



Made in Two Sizes 3-Shoe and 6-Shoe

Dealers: Are you ready for the Fall demand? Send your orders. Get a sample on the floor. It will build sales for you.

THE SIX SHOE EMERSON WITH BAGGER AND POWER ATTACHMENT

We have a dirty crop this year, and the farmer should clean every bushel for market. The Emerson Separator gives a clean product and top prices—and saves the dockage for feed. It is Canada's premier grain cleaner. Get our agency proposition.

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE WINNIPEG, MAN.

in Yucatan. This tax is to be returned to the Comision Reguladora and the latter is to use it to purchase the stock of sisal owned by the Eric Corporation, the Comision Reguladora obligating itself to buy the stock from the Eric Corporation with the proceeds of the tax. Then the Eric Corporation is to furnish to the Comision Reguladora money to purchase the daily production of sisal in Yucatan, this sisal to be kept in Yucatan, the Eric Corporation holding title to it. The Eric Corporation is to receive one-quarter per cent per pound on the amount of sisal purchased, plus a profit of $1,000,000. This proposition expires on October 28, 1920. It is alleged in Yucatan that the sole idea of the proposition is to make what amounts to a monopoly.

Agricultural Engineers Launch Journal

The initial number of Agricultural Engineering, the journal of the American Society of Agricultural Engineers, has just been printed by the Torch Press, of Cedar Rapids, Iowa, and is being mailed from that point. It is 9x12 inches in size and is to be issued monthly. It is planned that each issue shall give special prominence to some particular branch of agricultural engineering. The annual subscription price to non-members is $3.00.

The initial issue of this publication has an interesting article on the standardization of farm equipment, by Raymond Olney, also a history of the organization of the society.

New Wagon Catalog

We recently received a copy of the new wagon catalog issued by the Emerson-Brantingham Implement Co., Rockford, Ill. The standards in wagon construction adopted by the company are of great interest. They have inaugurated the standard wheel heights and tire standards, featuring largely the auto track, which is now a demonstrated success. It will only be a matter of time when all manufacturers in the country will come to this auto track for trade betterment, factory simplicity, low inventories, increased warehouse room, and expediting shipments, together with increased production.

Pennies make dollars, but many a poor misguided dub has failed for no other reason than because he learned to think only in penny denominations.

Will Manufacture Cars in West

Winnipeg Motor Cars Ltd. was recently incorporated in Manitoba with a capital of $1,000,000. This concern has decided to build the "Winnipeg" car in this city. The directorate consists of F. A. Ogletree, president and manager, I. Arsenault. vice-pres; D. E. Ogletree, secy.-treas. and C. L. Law, superintendent. It is stated that a plant will be established and a car manufactured to retail at $1,700 or $1,800.

Many heated discussions come from hot heads.

Fire Loss Increases

Losses from fire in Canada during August, according to the Monetary Times estimate totalled $1,857,800, as compared with $1,374,494 for August, 1919. Losses for the first eight months of 1920 totalled $16,266,913.

Sell "REX" CUTTERS

(Formerly McLaughlin)

The No. 34 is Canada's foremost cutter. Built to give years of service. Handsomely finished and upholstered. Get a sample on your floor—now.

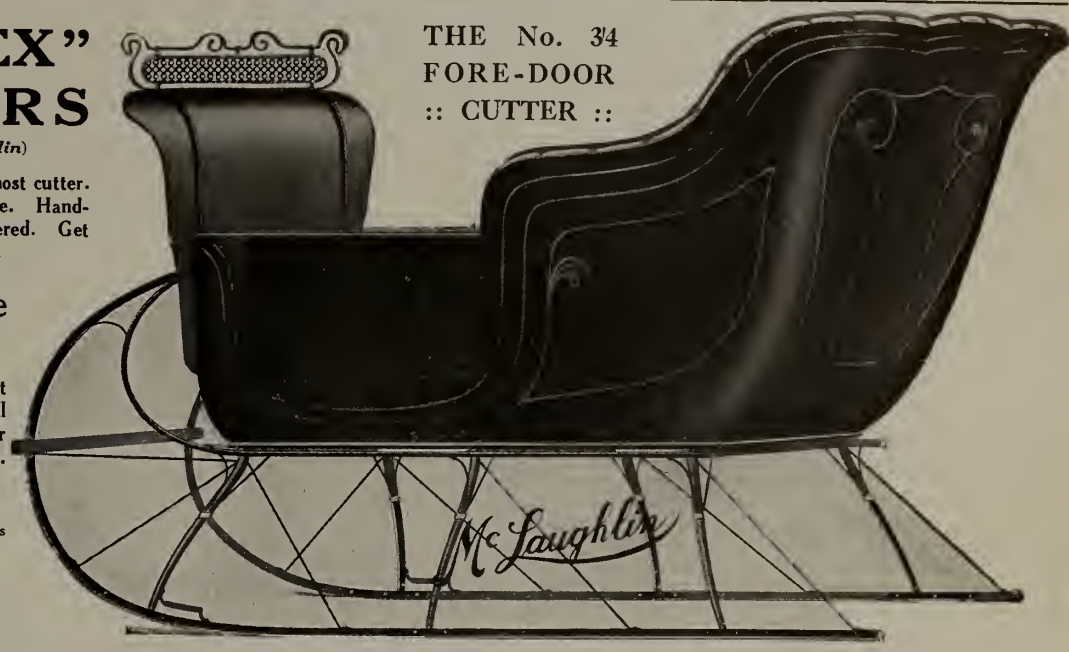
Canada Carriage Cutters

A complete line of cutters that run easy, ride easy and sell with little effort. Ask us for prices and liberal agency offer.

WE HANDLE:

PEERLESS Automobile Trailers
The "FOX" Automatic Grain Picklers
BRISCOE CARS
Touring and Roadster
'TILLSOIL" TRACTORS
18-30 Horsepower

ASK FOR LITERATURE



THE No. 34
FORE-DOOR
:: CUTTER ::

DEALERS: We advise you to prepare now for cutter business so that you may ensure delivery. Our lines will get you the business. Get in touch with us.

McDonald & McKinnon

156 Princess Street - - - Winnipeg

New Dual Cleaner and Separator

The Latest and Greatest Invention—has no Equal

At present values every farmer should clean his grain for market. The New Dual Combined Cleaner and Separator reduces heaviest mixtures in one run at a rate that would require two ordinary mills. Its double gangs and cut-off system make it the most valuable fanning mill the farmer can own. The Dual is the only cleaner re-cleaning the grain, cleaning and separating twice as fast as the best fanning mill of the same size ever made.

Immense Capacity—Better Work in Less Time

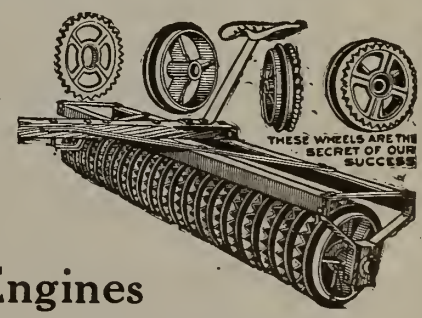
The New Dual will separate and clean any kind of mixture of wheat and oats, either tame or wild, separates barley and oats, either tame or wild, rye and oats; takes barley out of wheat, etc. The standard sieves and screens meet the requirements of practically every farmer. Easy to operate. Does finished work—leaves no middlings or half and half mixtures. By means of the cut-off no grain is lost. The grain tailing over the sieves in the upper gang supplies the feed for the lower gang, which then does the same work as any single gang machine. Dealers: The New Dual sells quickly and gives complete satisfaction. It gives you a better margin of profit than the average mill—and the prestige due to handling a perfect grain cleaner.

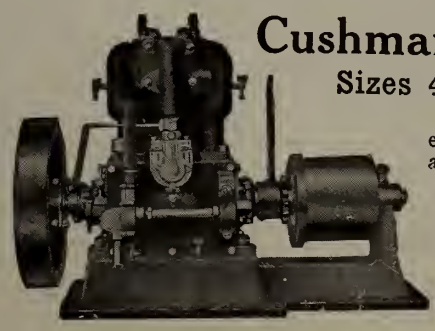
"Western" Pulverizer, Packer, and Mulcher

IT MAKES LARGER AND EARLIER CROPS

A machine that is different. Get proof of its success. Ask for full details—NOW, and aid your customers in conserving all available moisture and increasing their yield. Pulverizes, packs and mulches the soil, giving a perfect seed-bed in one operation. Sold in the following sizes:

PLOW PACKER—2 ft. 6 in. two-furrow; 4 ft. three-furrow.
SINGLE SECTION—4, 6, 8, 10 and 12 ft. sizes.
THREE SECTION—11, 15 and 21 ft. sizes.





Cushman Light-Weight Engines

Sizes 4 to 20 H.P. Weight only 40 to 60 lbs. per H.P.

The best engines for you to sell for all farm requirements, because the best engines for your customers to own. Our 8 h.p. is unequalled for heavy grinding and other power demands from 3 to 9 h.p. Ask for literature and our attractive sales offer.

Dealers: Get Full Particulars on these Fast Sellers

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work
DEPT. C.F., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

MACKENZIE, THOM, BASTEDO & JACKSON

Barristers, Solicitors, etc.

REGINA, SASK.

Specialists in the law affecting Implement Companies.

Solicitors for:

Advance-Rumely Thresher Co., Inc.; Aultman & Taylor Machinery Co., Ltd.; Robt. Bell E. & T. Co.; J. I. Case Threshing Machine Co.; Canadian Avery Co., Ltd.; Canadian Tillsoil Farm Motors, Ltd.; Canadian Oliver Chilled Plow Works, Ltd.; DeLaval Dairy Supply Co., Ltd.; Emerson-Brantingham Implement Co.; Hart-Parr Company; International Harvester Co. of Canada, Ltd.; A. Stanley Jones Co., Ltd.; Minneapolis Steel & Machinery Co. of Canada, Ltd.; Minneapolis Threshing Machine Co.; Nichols & Shepard Company; Petrie Manufacturing Co., Ltd.; Sawyer-Massey Co., Ltd.; Stewart Sheaf Loader Co., Ltd.; Tudhope Anderson Co., Ltd.; Watrous Engine Works Co., Ltd.; Waterloo Boy Kerosene Tractor Co. of Canada, Ltd.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

H. & W., Alta.—So far as we know you cannot obtain steel skeins and boxings for Stoughton wagons in Canada. It will be necessary for you to write to the manufacturers, the Stoughton Wagon Company, Stoughton, Wis.

W. Machine Co., Sask.—You can obtain repairs for a half-horse Stover engine by addressing the Canadian Stover Company at Brandon, Man.

W. M. H. & Co., Sask.—Referring to our article in July issue on a tractor-operated pole-drilling machine. This machine will handle holes for telephone or power-transmission poles. It is specially designed for operation by the Monarch Neverslip crawler type tractor, as manufactured by Monarch Tractors, Ltd., at Brantford, Ont. This machine is sold in Regina by the Jones Tractor & Implement Co. The pole-boring attachment is manufactured by the International Earth-Boring Machine Co., 10 South La Salle St., Chicago, Ill. They can supply you with full information on the attachment.

W. E. V., Man.—This subscriber asks several questions which will be of direct interest to implement dealers handling automobile lines in Manitoba. The questions and answers thereto are given herewith:

(1) Is there any law compelling manufacturers of cars keeping extras on hand in this province?

Answer—There is no such law in force.

(2) In case of defective parts, should the company not make all replacements necessary and pay the expense of having same installed within the 90-day time limit?

Answer—For a considerable time the manufacturers' guarantee has only covered a limit of 30 days. All defective parts should be replaced under guarantee within this time, unless special time limit was agreed to either by maker or his agent.

(3) In case of undue delay in shipping our extras, can the car-owner collect compensation for the loss of his car usage?

Answer—Only by civil action, in which proof of loss would devolve upon car-owner.

(4) What responsibility does the local dealer have in the case cited?

Answer—None, except in so far as he assumes responsibility under the manufacturers' guarantee when he sells the car, or in case where he gives a written guarantee as selling agent on his own responsibility.

M. B., Sask.—The only repair source for Fuller & Johnson plows in Western Canada is the T. Eaton Co., Winnipeg, who handle this line. A Ford steering device is handled by the firm of D. Ackland & Son, Winnipeg.

B. & M., Alta.—Plow with main casting for front furrow wheel, marked P.148, is a Massey-Harris plow. For replacement write to the Edmonton branch of the company. We regret that we cannot locate the manufacturers of a disc harrow with casting number J 338. Can any reader identify this harrow?

B. & R., Sask.—The following firms are manufacturers of harness lines in Eastern Canada, and as such may be of value in reference to your enquiry: B. F. Ackerman Sons & Co., Peterborough, Ont.; Anglo-French Saddlery Co., Montreal; Hugh Carson, Ltd., Ottawa, Ont.; J. Darch & Sons, London, Ont.; W. J. Gibson Harness Co., Ltd., Gananoque, Ont.; James Jolley & Sons, Ltd., Hamilton; Lamontagne, Limited, Montreal; Woodbridge Rudd Harness Co., Toronto; Wood Bros., St. Catharines, Ont.

N. F., Man.—Part D 370 is the adjusting bracket for a Plano sulky rake. You may be able to obtain repairs through the International Harvester Co., Winnipeg.

J. D., Sask.—You can obtain plates for the New Ideal grinder by writing the Goold, Shapley & Muir Co., Regina, Sask.

K. S., Sask.—Disc harrow with wheel clamp on fore truck, marked B 1503, is made by the Moline Plow Co., Moline, Ill. You can obtain part from the John Watson Mfg. Co., Chambers St., Winnipeg.

N. F., Man.—The Hapgood plow is no longer handled in Canada. You can obtain parts by writing the manufacturers, the Hapgood Plow Co., Alton, Ill.

A New Wall Hanger

The American Grain Separator Company, McPhillips St., Winnipeg, are issuing a very attractive wall hanger to their dealers. Printed in color and artistically designed, this poster shows the complete line of "Winner" fanning mills in all sizes, also the companies' line of I.X.L. smut cleaning machines. This hanger, 16x26 inches, should be a business builder displayed on the warehouse walls of the dealers handling the products of the above manufacturing concern.

For Timely, Reliable News on every side of the Western Canadian Implement Trade, Read—

CANADIAN FARM IMPLEMENTS

Serves Tractor, Truck, Implement and Farm Equipment Industries

Western Canada's Only Implement Trade Journal

Keep in Contact with all that happens in your Line of Business

Subscribe Now for Canadian Farm Implements

$1.00 Per Annum

But worth a whole lot more to You

What Dealers Tell Us without being Asked!

C. W. WILSON, SASK.—"I think your magazine is splendid. It's good to hear about what goes on in the trade."

FRANK BRIDGE, MAN.—"I appreciate your Repair Enquiry column from which I take notes for future reference."

ROBERT WILKINSON, ALTA.—"We think you are doing an excellent work and deserve the whole-hearted support of every Implement Dealer in Western Canada. More power to your elbow!"

GEOFFREY GREEN, SASK.—"I find your paper, in every way, a great help to me in my business. Good luck to you!"

SHANKS & SHANKS, SASK.—"We believe your journal is a great help to all in business. It keeps the dealer posted on the new lines and all development in the trade."

W. STEVENS, SASK.—"I have always found your paper excellent, and there is a fund of information contained in its pages."

W. EAGLESTONE, SASK.—"Your pages have greatly helped us to make sales arguments. Goods well advertised are half sold."

J. E. KINLEY, MAN.—"In every issue you do well. Keep after a larger commission on lines. I think Canadian Farm Implements is the best trade paper I get."

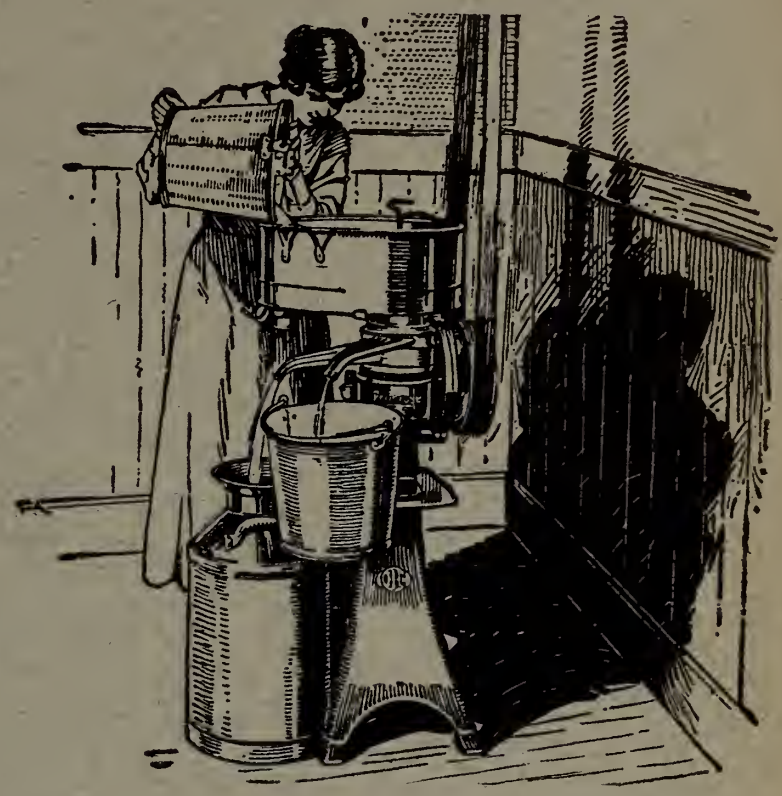
SCOTT KARNS, SASK.—"Hold to your present policy, you are on the right trail for the trade. Your magazine is the best in its class that we receive."

Obey that Impulse—One Dollar brings 12 Issues to Your Desk

Does Your Subscription Expire This Month?

If so, renew at once! Our Repair Information Service alone makes this Journal essential to your business

Prim--rose



PRIMROSE Separator popularity reaches into every section where there are cows and milk and cream. Each sale made by the agent—each Primrose established in the hands of a new owner—makes future business the more secure. Primrose quality and efficiency are nowhere denied.

Nevertheless it is true of Primrose agents that Providence helps him who helps himself. Help yourself to scores of sales with the aid of our advertising campaign. Supply the branch house with a list of Primrose prospects. To all of them we will mail a series of catalogs, folders, etc., unusually attractive, printed in colors, full of strong selling features. In addition, we will furnish you with a display for your show window, newspaper advertisements, reading notices for your local newspaper, demonstration tags, etc.

This comprehensive campaign goes with every Primrose contract. Primroses sell fast and may be made to sell faster. See the blockman.

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.

GD

Start Him Right this Fall

YOU win favor with the new tractor owner when you sell him "Grand Detour"—the plow that delivers in well-turned furrows the full power of his tractor.

Grand Detour Plows fit every soil condition—any size farm. Extra bottoms quickly attached or removed—just change a few bolts.

Many other splendid features—the results of 83 years' accumulated experience—demonstrate Grand Detour craftsmanship.

Start the new power-farmer *right*—sell him "Grand Detour". He'll *stay* headed right—others quickly fall into line, bringing you bigger sales. We'll gladly supply particulars.

GRAND DETOUR PLOW COMPANY 1837

J. I. CASE THRESHING MACHINE CO., Inc.
DIXON, ILLINOIS
Grand Detour Plow Division ***Established 1837***

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works Co.

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Inc., Racine, Wis. *and all branches*
AVERY CO., Peoria, Ill. *and all branches*
ADVANCE-RUMELY THRESHER CO., Inc.; La Porte, Ind. *and all branches*

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 11 WINNIPEG, CANADA, NOVEMBER, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

Transportation and Crop Marketing

Better transportation this year simplifies the marketing of crops. Our Banking Service relieves farmers of their financial worries, while they are busy on their land.

400 branches in Canada, and world-wide affiliations provide complete banking facilities.

As the pioneer Bank of Western Canada we are bankers for the United Grain Growers, the United Farmers of Alberta, and the Saskatchewan Co-operative Elevator Company. 458

UNION BANK OF CANADA

HEAD OFFICE : : WINNIPEG

INSURANCE

OF ALL KINDS

HAIL

Employers' Liability Assce. Corpn., Londen, Eng.
Federal Insurance Company of New Jersey, N.J.

FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK

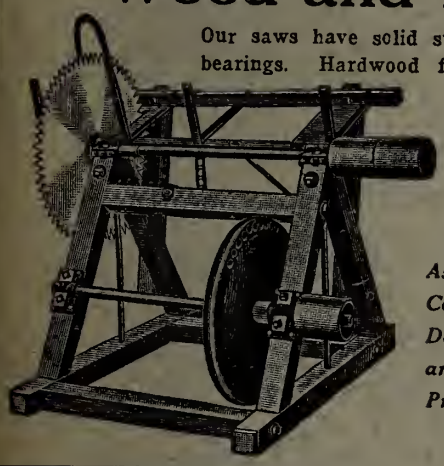
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Watson's Hardwood Frame Wood and Pole Saws



Our saws have solid steel shafts and high grade babbitted bearings. Hardwood frame is strongly built and rigidly braced. Heavy, solid balanced flywheel and three 5x6-in. pulleys. Complete saw mandrels supplied separately if desired, also blades in all sizes. Lay in a stock now.

Ask for Complete Details and Prices

John Watson Mfg. Co. LIMITED

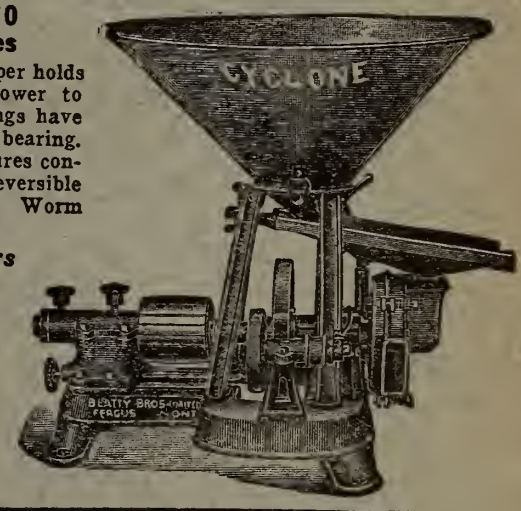
311 CHAMBERS ST., WINNIPEG, Man.

"CYCLONE" GRINDERS

Four Sizes: 7, 8, 10 and 12-Inch Plates

Low-down, rigid design. Hopper holds over 4 bus. Takes little power to drive. Great capacity. Bearings have hard oilers; end thrust ball bearing. Heavy, balanced flywheel assures constant speed. Strong, flat reversible plates are exceptionally hard. Worm force feed.

Ask for Particulars



FITTED PLOW SHARES

Shares Stocked at Regina for every make of Plow

PLACE YOUR ORDER TO-DAY

HARROW TEETH PAINTED AND VARNISHED
EVENER WOODS PLOW HITCHES WAGON SETS

CHRISTIANSEN IMPLEMENTS

Land Packers, Mulchers, and Plow Harrows

The House of Quality *We Ship Daily*

Write for Latest Catalogue

Western Implements Limited

1434 Broad Street North Regina, Sask.

"Putting off"

Life Insurance has robbed many a family of a fortune.

Life Insurance is easy to secure. A little money and good health are the requisites.

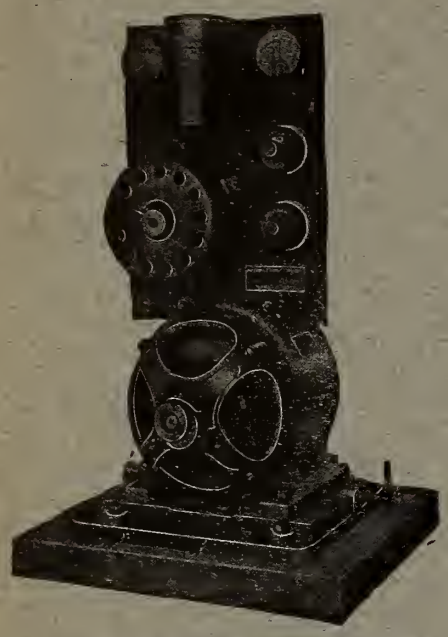
You may have the money next year—but the good health may have gone. So arrange your protection now and arrange it in the Company charging lowest rates and paying highest profits—that is

THE GREAT-WEST LIFE ASSURANCE CO.

DEPT. "P 16"

HEAD OFFICE - WINNIPEG

Northern Electric
POWER and LIGHT

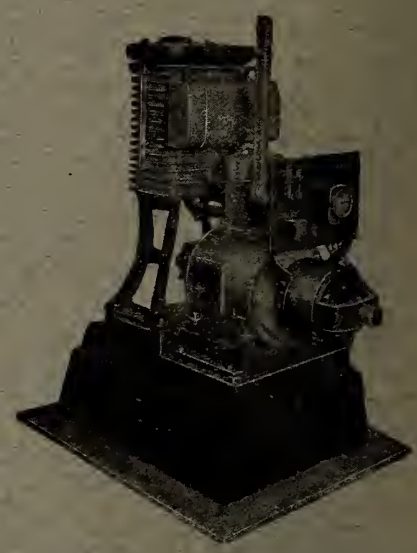


Belt Connected Plant—operates from any good engine

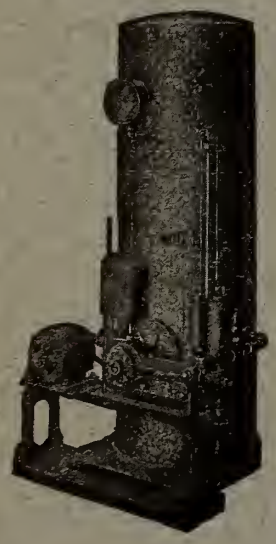
A Complete Line of Electric Farm Plants and Accessories——

Belt Connected Plants
Direct Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies

This Line will make you the Electrical Headquarters of your District



Direct Connected Utility Plant
¾ K.W.—32 Volt.



Automatic Water System showing Tank, Pump and Motor. Capacities: 100 to 1400 gallons per hour

With the Plant you can usually sell a Water System, while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.

TITAN Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours

Write our Nearest House Now . . . .
Be the Farm Electrifier of your District

Northern Electric Company
LIMITED

MONTREAL QUEBEC TORONTO WINNIPEG CALGARY EDMONTON
HALIFAX OTTAWA LONDON REGINA VANCOUVER

"I thank you-all—"

Into the daily work of our dealers, selling the great line of machinery that serves our customers in every corner of the civilized world, there often comes a sincere word of appreciation that adds to the satisfaction of selling *"the best machinery on earth."*

A typical letter, fairly representative of thousands of similar expressions, follows:

"With the separator we got from you-all in 1919, we have threshed 150,000 bushels. * * * We are finishing up on a 9,000 bushel job, held for us on account of our J. I. Case separator doing its good work. I think it is one of the best threshing machines made.

"I thank you-all for the best machinery on earth.

Yours truly,

Horlacher Bros. By-Sam."

For the generally cordial relations existing between the sellers and users of our great line of power farming machinery, we too, are thankful.

Look for the EAGLE Our Trade Mark

NOTE:

We want the public to know that our plows and harrows are NOT the Case plows and harrows made by the J. I. Case Plow Works Co.

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co

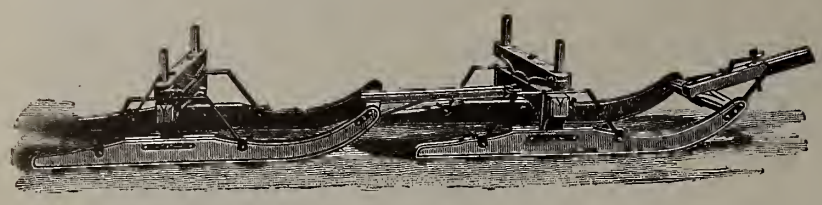
J. I. CASE THRESHING MACHINE COMPANY
(INCORPORATED)

Dept. M-11 RACINE, WIS., U. S. A.

Making Superior Farm Machinery Since 1842

Adams Sleighs : Brantford Cutters

BUILT in Canada for Canadian Conditions, these Sleighs and Cutters have a splendid reputation throughout the country. You're sure to have pleased customers when you supply them with Adams Sleighs and Brantford Cutters.



Rugged Strength

Heavy Oak Runners stand up under heaviest loads and hardest work. Steel or Cast Shoes are proof against holes, ruts and jolts. Benches and Bolsters are ready for years of real service. Couplings, Reaches and Chains are good for any load. There's Adams Quality in every feature—Quality that is appreciated by your customers.

Write our nearest Branch Office for fuller particulars about these two lines. There is good business in sight. Get after it early.

Comfort and Style

We have been building Brantford Cutters for over 30 years and know intimately just what the trade demands. We also know how to build cutters that satisfy. Our designs are modern and thoroughly Canadian. Their finish and trimmings are the best for the purpose that money can buy. Better than all they have the sturdy, rugged Quality of materials that have made Brantford Cutters famous.

Cockshutt Plow Company, Ltd.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

The Reward of Many Years

INTERNATIONAL HARVESTER COMPANY

OF CANADA LTD.

HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N.B.

THIS company has lived a remarkable history. To tell it in the way of history would be to unfold a story of many pages—a story as wide as world-agriculture and nearly as long in years as a century.

But the story is being told every day in vital and more interesting terms. It is being told in countless fields of the nation, where TITAN TRACTORS are steadily turning kerosene into farm power. Here is summed up the true history of Harvester purpose and success. It is a story of action, rather than of words.

In 1831 Cyrus McCormick placed the first reaper in the grain field and opened the way to a future full of vast possibilities. Then began a manufacturing career that has placed millions of practical machines on American farms and now finds its most modern expression in the TITAN 10-20 TRACTOR.

It is no accident that Titans to-day are toiling the world over, to the end that farm harvests may be greater and better. This tractor is the careful product of ninety years' accumulated endeavor, experience, and contact with the problems in farming. That fact accounts for Titan predominance.

CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 11 WINNIPEG, CANADA, NOVEMBER, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

The Essential Principles of Milking Machines

Their Development and Present Status

By N. J. DAYSH

Mr. Daysh has been connected with the growth and development of the Milking Machine in this and other countries for the past ten years. He has invented and patented several machines and improvements, keeping the farmer's needs in mind at all times. He is thoroughly conversant with the practical side of dairy farming, because, besides working a farm of his own, he has sold and installed Milking Machines on hundreds of farms. He is thus well qualified to give dairy equipment dealers and farmers advice about the essentials of Milking Machines.—Editor.

No other industry has advanced so rapidly during the last forty years as dairying. In fact, it could hardly have been called an industry until some twenty-five years ago. The advent of the cream separator, together with co-operative creameries, was largely responsible for the change. Increased knowledge of the food value of milk and its products has rapidly increased the demand. This, in turn, brought about increased prices in an effort to make the production keep step with the demand.

Because of this great progress, there came such a demand for farm labor, particularly hand milkers, that dairymen were unable to procure them at a compensation that would allow a fair margin of profit. The long hours and the nature of the work had a tendency to make hand milkers discontented and cause them to seek other work. Inexperienced help often had to be resorted to, with disastrous results in some cases. Dairymen learned the great lesson that milk production and cow contentment were closely related and that unsystematic milking was directly responsible for decreased milk production and the shortening of lactation periods.

No wonder, therefore, that a great many inventors bent their energies to finding a remedy, and that milking machine experiments have been carried on for many years. In all countries where dairying is an important factor, the patent records are full of milking machine inventions. In the last ten years there have been a number of milking machines on the market, differing in degree of satisfaction as well as in construction. The later types of machines are quite practical and widely used, although, as in the case with most other kinds of machinery, there is always room for improvement and refinement.

Research and Development

The inventors of North America have done a considerable part of the preliminary work and have worked out the correct milking machine principles to a higher degree than has been done in most other parts of the world. The inventors seem to have tried out all kinds of devices and to have worked along all kinds of theories from teat dilators to electrical shocks for getting the milk out of the cow's udder. In studying the historical development of the milking machine, we find three main principles upon which machines have been constructed. The first two have now only historical interest and will be touched upon very briefly.

The unique feature of the Sharples milker is the use of compressed air to produce the massage, or, as it is called, the upward squeeze. This illustration shows a portable outfit.

The first consisted of a milk tube to be inserted into the teat. This principle was not practical, mainly because only a small part of the milk is stored in the milk cistern, the major part being manufactured in the mammary glands throughout the period of milking.

The second principle was to imitate hand milking by applying pressure on the outside of the teat. This principle has also gone into discard as impractical.

Natural Action Adopted

The third principle was to apply suction on the teat so that more pressure existed at the end of the teat than inside of the udder, the result being that the milk was sucked or drawn down from the teats. This principle was really arrived at by studying the calf's sucking, and proved to be the correct one. All machines on the market to-day are based on it, although for a long time the inventors failed to attach any significance to the fact that the calf's suction is periodically interrupted when he swallows. Until this action was imitated so that the suction was interrupted or produced at intervals, the machines based on the suction principle were not practical. These intervals are known as "pulsations" and the instrument or mechanical device used in producing or controlling them is called the "pulsator".

The first suction type of milking machine patented in the United States was invented by Anna Baldwin, of New Jersey, in 1878, and consisted of an ordinary water pump with the suction side of the pump connected with the cow's udder. There are machines on the market to-day which still operate on this principle. They can be manufactured and sold very cheaply and will get some milk from most cows, but are too slow in operation and make it necessary to use several sizes of cups.

It was soon found that in order to be superior to hand milking, machine milking would have to be more regular and accurate. The main drawback to hand milking was recognized as consisting of frequent changes in the method of milking, which changes irritated the cow and made her hold up her milk. The latest type of modern milking machines are scientifically worked out with this in view, so that no variation whatever can take place. The pulsations should be uniform in strength and in duration.

The Vacuum System

It was not until 1890 that those principles began to crystallize which are the basis of all modern milking machines. In that year James Cunnington invented a machine with double chamber teat-cups in which continuous vacuum was maintained in the inner chamber, and alternate air and vacuum were applied to the outer chamber. This intermittent action was caused by a pulsator located on the pump. It failed because the distance between the pulsator and the teat-cups was too great—the pulsations becoming weak and ineffective by the time they reached the teat-cups.

About this time the Cushman milking machine was invented, which, besides vacuum, utilized compressed air. The first argument employed in selling this type of milker was that the compressed air was used to squeeze the milk out of the teats. It was soon found, of course, that the squeeze has nothing to do with getting the milk, so that the present

argument in favor of this early construction is that compressed air pushes the blood back. Modern milking machines employ suction for drawing the milk and atmospheric pressure in connection with elasticity of the rubber lining surrounding the teat to safeguard against congestion. Cushman brought his pulsator nearer the cow by placing it on the pipe line above the cow's head.

Single Pipe Line Outfits

The next improvement was made by Lawrence, who placed the pulsator on the milk pail. This type of machine was fairly successful when run by a careful, experienced operator who understood how to make the adjustments necessary. The Lawrence milker is the prototype of all later so-called single pipe line machines. The pulsator just refered to was so constructed as to make various adjustments necessary, and this shortcoming in construction was covered up by making claims for the advisability of making adjustments for individual cows. The construction was not successful because of the impossibility of relying upon the intelligence and interest of the average milking machine operator to make correct adjustments. Experience has shown that more harm than good came from this construction because of the probability of wrong adjustments being made.

Teat Cup Design

Another classification of milking machines can be made with reference to the construction of the teat-cups. One class employs a single chamber teat-cup. This construction requires different size teats.

The second class, which takes in the most modern milking machines, uses a double chamber teat-cup, similar to the Cunnington teat-cup previously described. This teat-cup alternately massages the teat and gently draws the milk. If correctly designed, only one size is necessary, which will fit any size teat. No metal should touch the cow.

The latest and best teat-cup conforms with a new principle in milking machine construction. It was found that the secretion and giving down of milk was a function controlled by the cow's nervous system, and that no milking machine would be successful that did not take this fact into consideration. The milking machine must please the cow in order to be really successful. For that reason the latest type has what is called an "alternating action", whereby the two front and the two rear teats are alternately milked and released. In this way milk is drawn in one continuous stream from the udder just as it is secreted. This method soothes the cow—she lets down her milk willingly and seems to function in harmony with the machine.

In order to be successful this alternating action must be carefully timed so that the speed does not vary, and the construction be such that it cannot be varied by the operator. Attempts have been made to produce this action by complicated pail pulsators, but it was only when a simple, mechanically operated, pulsator was placed next to the teat-cups that the problem was satisfactorily solved.

Producing the Vacuum

Another difference between milking machines is the means of producing and conveying the necessary power, the vacuum or suction, to the cow. The older type machines had a simple, portable pump which could be fastened anywhere along the stanchions and connected up with some sort of transmission to the power. More modern milking machines have a single pump unit centrally located and connected with a sanitary trap easily taken down for cleaning purposes, the vacuum being carried through the barn in a pipe. This pipe is equipped with stall cocks or some other means for connecting the pipe with the milker unit.

The pumps on the different milking machines have heretofore been more or less alike. The latest development is a rotary pump with automatic oiling, and without valves, springs or other intricate parts that are apt to get out of order and thereby change the amount of vacuum in the piping.

Double and Single Units

Another classification of milking machines can be made with reference to their pails. A single unit pail, as the name implies, milks one cow at a time, whereas a double unit milks two cows simutaneously. The only advantage of the double unit is that it is somewhat cheaper in first cost. It has, however, so many disadvantages, among which are slowness of operation, impracticability to make individual tests, etc., that the majority of milking machines sold to-day are of the single unit type. Experience has shown that fast milking is very desirable, providing it does not hurt the cow. The practical limitation of the speed of milking is the comfort of the cow, and within this limitation the faster milking has a tendency to increase the milk flow and lengthen the lactation period — to say nothing of the saving of time. The best type of modern milking machine enables one man with three single units to milk about thirty cows an hour.

The purpose and development of the pulsator have already been briefly touched upon. It can safely be said that no part of a milking machine is more important and less understood than the pulsator. Every machine has a specially designed pulsator, which is adapted to its peculiarities, and is supposed to control or effect the pulsations. The dairy equipment dealer will do well to select a milking machine with a very simple pulsator, having as few moving parts as possible, and no springs, valves or weights. It should require no oiling or attention, and should not only require no adjustments but should be so designed that it cannot be adjusted by the operator.

Another important question in regard to the pulsator is its location. It has been demonstrated that the nearer to the udder the pulsator is placed, the more perfect will be the operation of the milker, and the more definite and "snappy" the action of the teat-cups. The latest type of milking machine has been developed along these lines to such an extent that the pulsator is located less than six inches from the teats.

Reliability of Importance

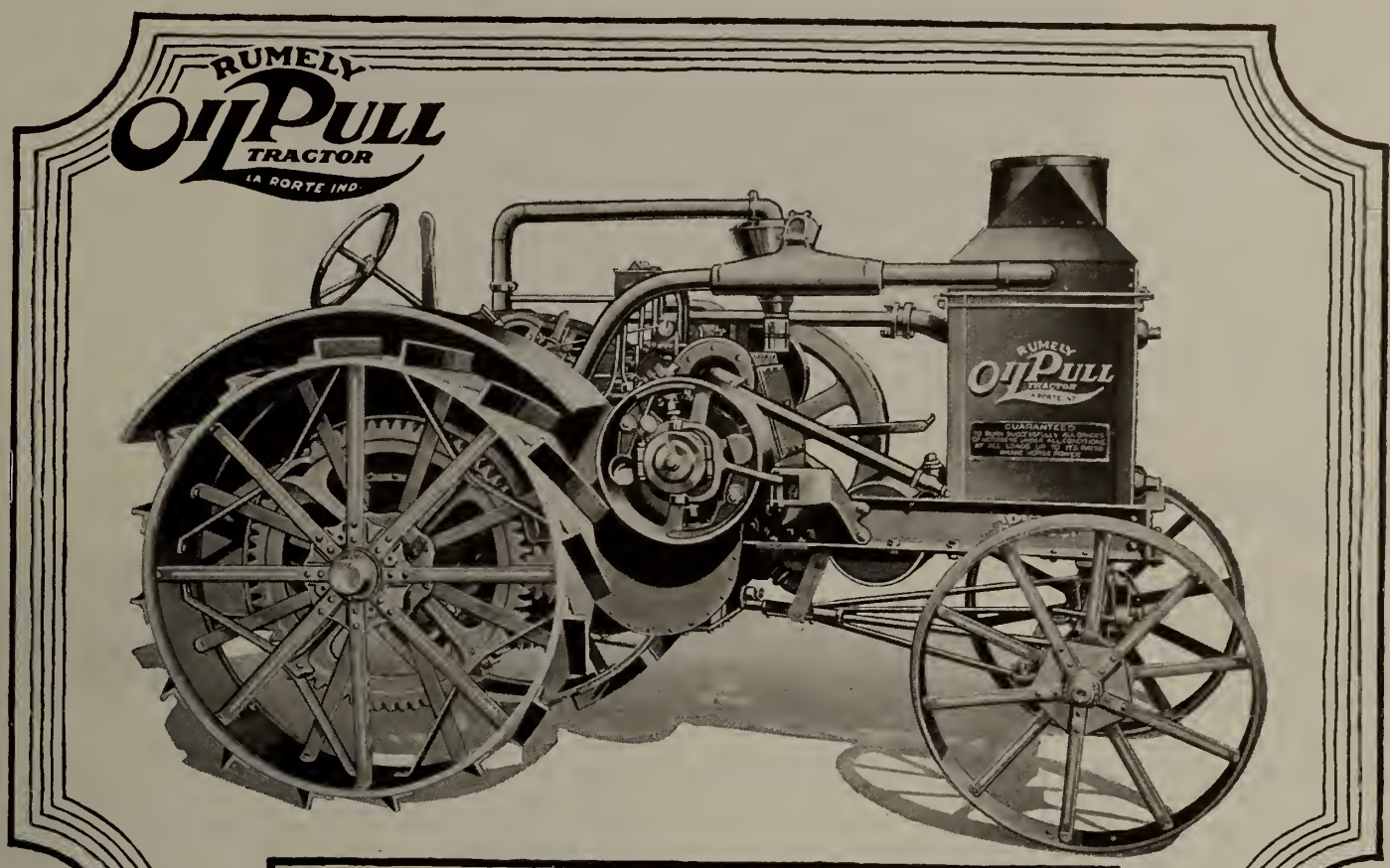
No milking machine should be bought on price. In order to be successful it has to perform its duty unfailingly every morning and every evening, every day in the year. A few breakdowns or irregularities in operation developed by wear or leaks will cause more trouble and loss of money than the whole machine is worth. The health and productiveness of the cows depend on the reliability of the milking machine. "The best is the cheapest" applies to mechanical milkers as to no other kind of machinery on the farm. A cheap machine is cheaply made of cheap material—that's why it is cheap. The most reliable milking machine is a highly finished piece of machinery; its apparent simplicity being the result of a great deal of study and thought, and the use of highly specialized

(Continued on page 8)

Like every other mechanical labor-saving contrivance, the modern milker is the product of the inventive genius of many men. The photograph shows a most improved type.

The B-L-K in its present form has been on the market for many years. It is built on the interrupted suction principle with no massage action.

Extremely simple in operation and low in cost, the Hinman, one of the earliest American machines, operates on the principle of intermittent suction.



Get Acquainted with the Rumely Line

OilPull Tractors
4 Sizes

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Ideal Threshers
Grain—Rice—Bean
5 Sizes

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Universal Steamers
3 Sizes

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Rumely Plows and Tillage Implements

—

Rumely Trucks

Your best interest will not be served until you have made an acquaintance with the Rumely line of power farming machinery.

Such an acquaintance will bring you the developments of eighty years of manufacturing experience.

The Rumely line includes four sizes of the OilPull tractor, famous for guaranteed kerosene burning, for holding the world's tractor fuel economy record for eight years, for 25% reserve power, for exclusive double lubrication system, for its oil cooling system which eliminates boiling and freezing, for unequaled long life and many other features.

The Rumely line includes five sizes of the Ideal separator, distinguished by possessing the world's greatest separating device—the famous Rumely patented traveling slotted chain rake. In addition Rumely separators are featured by having the largest grate area and the largest straw rack of any separator of equal size, by having lifting fingers in the straw rack, and scores of other advantages. Besides the Ideal grain separator, the Rumely line includes Universal steamers, bean threshers, rice threshers and clover and alfalfa hullers.

The Rumely line includes five sizes of tractor plows unexcelled in manufacture and efficient field performance and other tillage tools.

The Rumely line also includes the Rumely farm truck.

This Rumely line, backed by a big permanent organization, is a profitable one to know. Let us give you full particulars.

ADVANCE-RUMELY THRESHER CO., *Inc.*
LaPorte, Indiana

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Winnipeg, Man. 48 Abell St. Toronto, Ont.

ADVANCE-RUMELY

machinery and the very best kind of material.

There is one more precaution that the purchaser of a milking machine should take in order to make certain that his installation will be satisfactory for years to come, and that is to buy a machine made and sold by a well-known, well-established and thoroughly reliable manufacturer conversant with dairy requirements, and having branch houses and sales-service agencies all over the country. The purchaser should make certain that he is going to get prompt and efficient service for all time to come, or, at least, as long as the milking machine can be expected to last.

A modern stable like this is a splendid investment for the farmer, and a good sales proposition for the farm equipment dealer.

Every Farmer Needs a Good Barn and Good Barn Equipment

Threshing is completed; the crop has started to move and money has begun to circulate. After allowing for the hard hit districts—and there are such districts, as there are in any year—the consensus of opinion certainly is that we have safely harvested a splendid crop—a crop that can only be compared with that of the bumper year of 1915. Moreover, the world scarcity of foodstuffs is going to mean good prices so that the value of the crop is likely to put other years completely in the shade.

What does all this mean to the implement dealer?

It means in the first place a great opportunity. There can be no question about the fact that there will be millions of dollars going into the pockets of farmers in the west. There is no impression in our minds that farmers have made fabulous profits—labor, feed and so forth have been high in price—but there will certainly be money spent by the western farmer between now and seeding time.

How will this money be spent?

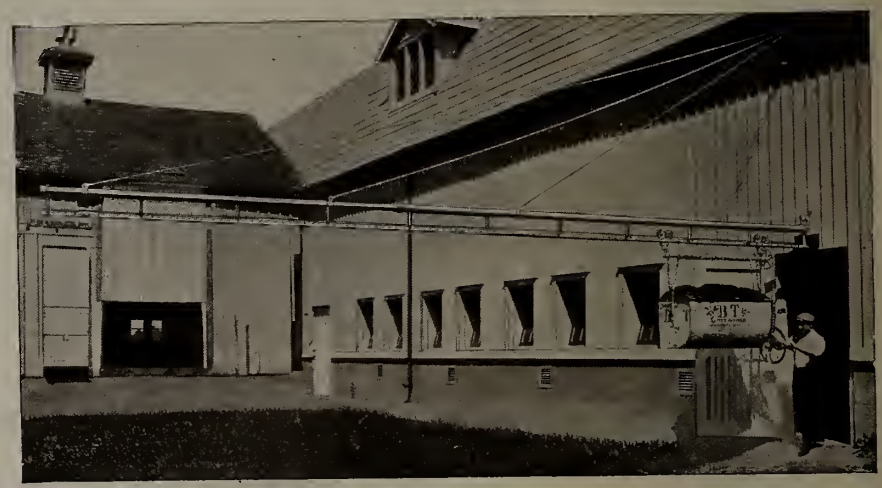
Some will be spent on autos, pianos, trips to the south perhaps; some will be spent on new implements. This article is an argument why a share of this expenditure should be made on better barns.

There is probably no expenditure a farmer can make which will mean more to him in solid satisfaction than a thoroughly good and up-to-date barn.

It gives thorough shelter for his stock. It provides him with a place to store his implements. It saves him the work and discomfort of driving the stock out to eat at the stack or, in specially stormy weather, carrying the feed in to them.

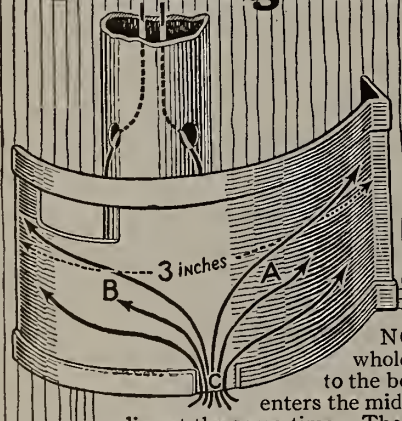
The cattle keep warm, and thus do not need to eat so much feed merely to maintain body heat—all the feed goes to produce flesh and milk. And, above all, it preserves the feed.

The writer came across a case in Alberta recently which illustrates this point. In this particular section one farmer put his money into a good barn. His neighbors bought new cars, went on trips to the south and postponed the erection of the barn.



Thousands of farmers are buying overhead manure and feed carriers to save drudgery. Are you getting a share of this profitable business?

The longest skimming surface of any disc ever made—



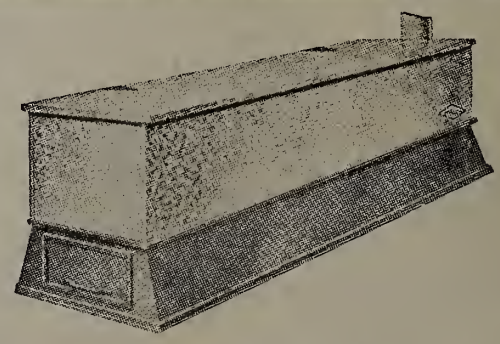
NOTE how the whole-milk goes first to the bottom, and then enters the middle (c) of every disc at the same time. The skim milk (a) is thrown forward. while the cream (b) goes back to the cream outlet, instead of getting in the way of and being pushed out with the milk, as it would be if the full-milk entered at *end* of the disc. Look at the length of that disc, too!

This is why we can guarantee every Viking "straight disc" to skim to 3/100 of one per cent or better. Would you like to make your reputation by selling the best Separator made? Then send for our dealer proposition and latest catalog No 165

SWEDISH SEPARATOR COMPANY
714 Confederation Life Bldg.
Winnipeg - Man.

"Viking" STRAIGHT DISC

"Quality First"



Eastlake Snow Melter and Feed Cooker

A strong, well constructed tank that will meet the requirements of your trade, and an article which every farmer requires.

Place a Snow Melter and Feed Cooker on your floor in a conspicuous place and sales will materialize daily. The "Eastlake" Snow Melter and Feed Cooker is of superior construction to any other melter on the market. Write to-day for our descriptive literature, prices and trade discounts.

Let us have your order for a sample to-day

WRITE FOR OUR CATALOGUE "T" AND PRICE LIST No. 33, COVERING ALL KINDS OF TANKS.

The Metallic Roofing Co. of Canada Limited
MANUFACTURERS
797 Notre Dame Ave. Winnipeg, Man.

This was the case with nearly all the farmers in the section we refer to—the only exception being the man who had put up a proper barn.

For years past, the Canadian West has been told that its only ultimate salvation is mixed farming. It has been told that the constant growing of wheat is **mining,** not farming, and that the fertility must be restored to the land by means of livestock. There is no doubt about the truth of this statement and evidences are not wanting to show that livestock is growing in popularity in the west. This can only mean one thing in the end. Barns will be needed on thousands of western farms. With the growth of dairying, cattle raising, hog raising, etc, comes the demand for good farm buildings.

A good barn saves a vast amount of work, worry and expense in the end. Stock, implements and feed are all thoroughly protected against any weather.

When the Dealer Profits

"But," the dealer may say, "I'm not selling barns—I'm not a building contractor. Why should I worry about barn building in the Canadian West."

The advantage to the dealer lies in the amount of Barn Equipment business which this building campaign will bring him.

Every new barn will need a hay track and modern sling carrier. Farmers erecting brand new barns will be putting in modern horse stalls and cow stalls, carriers for manure and feed, automatic watering systems, storage tanks for water, barn door track and a dozen other profitable items from the dealer's standpoint, can be sold for the new barns now going up in the west.

This is a spendid type of business for the Implement Dealer. Barn equipment is sold at times of the year when other lines are quiet. By getting after barn equipment business early in the fall, the "slow" winter months can be made profitable.

The different firms manufacturing barn equipment maintain service departments for aiding the farmer in preparing his barn plans, and by this means assist the dealer to keep in touch with the farmer until the order is finally landed.

The dealer who will familiarize himself with some of the fundamental requirements of barn planning, in order to discuss the farmers' problems intelligently and who will get familiar with the outstanding points of modern stable equipment, will find that a great volume of satisfactory and profitable business will come his way. As a start, the implement dealer could not do better than write to the firms dealing in this material for their catalogues. The word "catalogue" scarcely describes some of these publications—they are really text books on the subject of Barn Planning and Equipment.

A good barn is a splendid investment—not an expense. It adds to the value of the farm and earns dividends every year. An appreciation of these facts is leading the western farmers to consider very carefully the advisability of erecting new or remodelling old barns. The live implement dealer can do pleasant, profitable, permanent business if he will only get out on his territory and "talk barn" this winter.

Sheet Metal Co. Add to Plant

Western Steel Products Co., Ltd., Winnipeg, manufacturers of sheet metal building material, tanks, etc., are making an addition to their factory. This will give them considerably more warehouse space and will supply them with new office quarters, which they contemplate having on the second floor.

There is good business for a De Laval agent in every farming community

THE 50,000 agents who sell De Laval Separators in all parts of the world form the largest organization of its kind in existence.

Yet the demand for De Laval Separators is so great and so universal that there is still good territory open for progressive dealers. Wherever there are cows there is a good market for De Laval Separators.

Farmers all over the world look upon the De Laval as the World's Standard Cream Separator.

De Laval Separators are easier to sell and they **stay sold.**

There is no better time than right now to send in an application for a De Laval contract. There is more profitable cream separator business with the De Laval than with any other separator.

THE DE LAVAL COMPANY, LTD.

MONTREAL PETERBORO
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50,000 Branches and Local Agencies the World Over

U. S. Dealers' Federation Held Convention

The National Federation of Implement and Vehicle Dealers' Associations, was held in Chicago, October 11-16. Sixteen state implement dealers associations were represented by seventy-six delegates.

In his presidential address, G. W. Collins, Belleville, Kansas, flayed the report of the U. S. Federal Trade Commission on the implement industry. He characterized the statement regarding profiteering in the trade as absolutely false. In his report Secretary Hodge also condemned the report. A large part of the opening session was devoted to the discussion of financing power farming equipment sales. Bankers had told the federation that the volume of business had gone beyond their ability to finance. It was shown that the constituent associations of the federation have added more than a thousand members to their ranks in the past year.

One Line Contracts

The annual report of the secretary showed that a questionaire had been sent out to 10,000 dealers on the subject of "one line" or "one hundred per cent" contracts. The constituent members were asked to give their opinion on such contracts. The average return was about one-third from each association, and in answer to the question as to whether they were working under a full-line contract 92 per cent answered "No," 7 per cent "Yes" and 1 per cent "Yes with qualification" to the question of whether they were in favor of "one line" contracts. Among the qualifications given were that they had not found any one complete line that was best all round; another that it was better and easier to give the customer what he wanted than to try and force something on him that he didn't.

In discussing the financial situation, it was shown that the dealer of to-day who formerly did business on a few thousand dollars when handling horse-drawn implements was doing business on an immensely larger scale. The handling of tractors and tractor tools required greatly increased capital. The dealer had to put additional capital into his business or had to arrange credit at the bank. The bankers were loaded up with high revenue producing securities, and until farmers and dealers could pay higher interest rates the banks would not accommodate them.

Price Guarantee.—The federation came to no definite conclusion as regards allocating the price guarantee system.

Price — less Contracts — The price—less contract was branded as a one-sided deal, and unfair to the dealer. The federation also again registered its opposition to the practice of shipping repairs C.O.D. to responsible dealers.

Tractor Prices Reasonable

During the conference with the sales managers association in the U. S. National Implement Association, Finley P. Mount, head of the Advance-Rumely Co., discussed the tractor situation and outlook. He showed the difference in price trend between automobiles and tractors. Taking nine automobiles whose price was recently reduced and the same number of 3-plow tractors he showed where the price of the automobiles had advanced 35 per cent in 1919 and the first part of this year while the tractors only advanced 12½ per cent.

The recent reduction of 15 per cent on automobiles still leaves them 20 per cent above the price level of 1918. Mr. Mount said that even with the recent advances on some tractors that the balance was still 7½ per cent in their favor. The speaker said that every manufacturer of tractors and implements will reduce his price whenever the cost of labor and material will permit.

Resolutions Adopted

The federation went on record in regard to resolutions on the following features:

The recent report of the U. S. Federal Trade Commission was condemned as unjust and unfair. Members were advised to proceed with caution in buying merchandise stocks.

Tractor discounts were condemned as inadequate, and not in accord with good business methods. The federation opposed the present sliding scale of discounts. It also condemned deposits required on tractor and other contracts.

The National Federation recommends the necessity of providing a uniform, clear and easily understood form of contract, and that arrangements be made with manufacturers to that end. It was unalterably opposed to price —less contracts.

The continuation of "repair week" was endorsed, also that recent activities in standardizing implements be continued. It was also resolved that the assignment of well defined, exclusive territory be demanded of manufacturers. The following were elected officers for the coming year.

President: L. F. Wolff, Mt. Clemens, Mich.; Vice-president, R. A. Lathrop, Hope, N.D.; Secretary, W. J. Hodge, Abilene, Kan.; Directors, C. M. Johnson, T. N. Witten, Geo. W. Collins and O. A. Rystrom.

Salesman Wins Silver Cup

Heartiest congratulations are due to G. S. Gordon on his success in winning the Silver Cup awarded by the Head Office of Beatty Bros., Limited, Fergus, Ont., to the salesman selling the highest volume of stable equipment during the firm's business year.

G. S. GORDON

Mr. Gordon's success is all the more noteworthy because his territory was not considered by any means the best and he had some exceptionally high totals to beat.

This cup has now been awarded for two years, being won in both cases by a salesman under direction of the Montreal branch. Last year's winner was H. P. Renaud. The trophy becomes the property of the salesman winning it three years in succession.

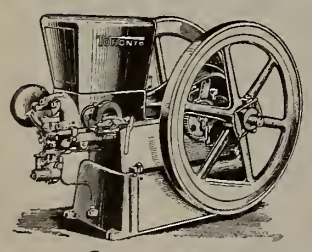
Mr. Gordon is a veteran, and was seriously wounded in the war. His success in coming out top of a list of 36 men is certainly remarkable as he has only been "on the road" for Beatty Bros. a comparatively short time.

LONDON CONCRETE BLOCK MACHINE
makes concrete blocks in all sizes and designs.
Concrete Blocks are suitable and economical for building dwellings, stores, barns, factories, and foundations.
The machine will save the price of itself in one dwelling. Send for Catalogue No. 3.
Agents Wanted in all Unoccupied Territory
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery.

We have a few desirable Western territories for energetic dealers for

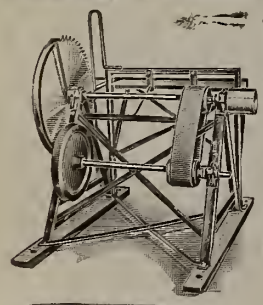
ONTARIO WIND ENGINE & PUMP CO. LIMITED

TORONTO



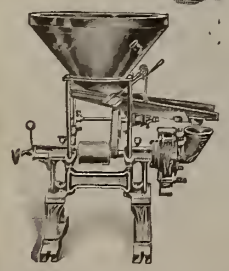
ENGINES, SAWS AND GRINDERS

Yours may be one of them. Get acquainted with our attractive dealer proposition



Toronto products are in demand from coast to coast. Each product is thoroughly high-grade—designed to give efficient, long-life service at low cost. The "Toronto" Agency is proving a money-maker for many dealers throughout Canada. Let it do the same for you. Send a postcard to our nearest office, which will procure full details concerning a "Toronto."

The "Toronto" line of labor-saving equipment includes engines, saws, grinders, fanning mills, pumps, well-drilling machinery, tanks, silos, ensilage cutters, stable equipment.



Ontario Wind Engine & Pump Co. (Western Branch) Ltd.

Winnipeg Regina Calgary

Eastern Offices: Toronto and Montreal

What the Sharples Suction-feed means to dairymen—and to dealers

SOMEONE has called the dairy cow "the foster mother of mankind". That undervalues, rather than exaggerates, the extent to which we are dependent upon that worthy animal.

Authorities agree that, among children in our large American cities, "lack of nourishment" is usually traceable to *lack of milk and butterfats.*

Our dairy farmers must see to it that the American people get *all* the milk and *all* the butterfat that the dairy cow produces. *Especially butterfat.* For butterfat is more easily wasted than milk—and far too precious to be fed to livestock.

There are many ways to *waste* butterfat. Every inefficient method of skimming milk—by crocks and pans or by wasteful separators—steals needed nourishment from the people and earned profits from the farmer.

There is *one* way to *stop* this waste of butterfat.

The Sharples Suction-feed Separator is the only separator that skims clean at any speed. It saves the butterfat that *all* other separators *lose* when turned slower than the speed required.

P. M. Sharples has given the dairy industry something besides the Sharples Suction-feed Separator. His watchword, "There Are No Substitutes for Dairy Foods," has become the slogan of American dairymen. And as part of the great organization that bears his name, the Sharples dealers throughout the world are helping the dairy farmer to save butterfat and increase profits.

That the Sharples dealer himself makes a profit by doing this detracts not a bit from the value of the service that he renders. He is recognized as a good business man because he elected to sell the *only* separator that absolutely prevents loss of butterfat. This recognition brings him trade, not only for Sharples Suction-feed Separators, but for the other articles that he sells.

There are certain territories in which we intend to establish new Sharples agencies. It will pay you to find out if yours is one of the territories we have in mind.

Write to the nearest office for information as to the Sharples dealer contract.

THE SHARPLES SEPARATOR COMPANY
Toronto, Ont.

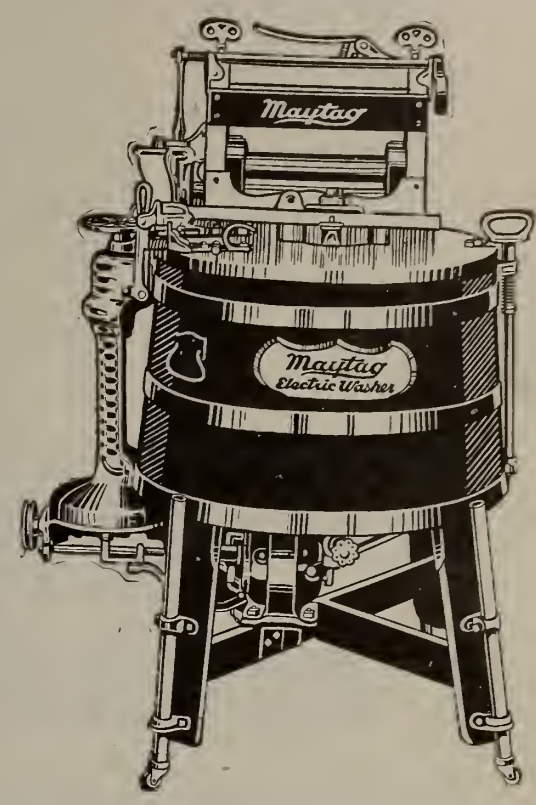
Branches: MONTREAL, Que., REGINA, Sask.

D. C. 135

Sharples

A *Maytag* WASHING MACHINE Contract will bring New Customers to your Store

Write at once for particulars



WHAT we want you to know is that we do not want you to wait for our salesman to call on you to take your Washing Machine order, BECAUSE at the present time we have no travellers, and for this reason, on account of our selling expense being reduced, we can, and have pleasure in making you

A Very Interesting Business Proposition

which, briefly stated is, that on all orders for Electric, Power and Multi-Motor Washing Machines and one-horse engines that you may mail to us up to and including the fifteenth of this month, and are paid for promptly by December fifteenth next, when remitting you may deduct the amount you paid for freight. All that we require is that you mail us with your draft, the freight bill, and it will be accepted as so much cash; in other words, "Jones is NOT paying the freight." WE ARE.

The time to sell Washing Machines, as well as any other goods, is when your customers have the cash, and the next sixty days is the time to get your share of the loose change that will be in circulation in your section.

Our latest Washing Machine Advertising matter is new and classy, and you can have all you can use of it to advantage, free.

When sending in your order, which, by the way, should not be delayed, kindly refer to this SPECIAL PROPOSITION re our paying the freight.

Very truly, etc.,

The Maytag Company Limited
WINNIPEG MANITOBA

Reisner with De Laval

C. L. Reisner, for the past five years assistant advertising manager of the Moline Plow Company, in charge of preparation work as well as editor of the Plow and Tractor, has recently been appointed advertising manager of the De Laval Separator Company of New York.

Before his connection with the Moline Plow Company, Mr. Reisner graduated from the Agricultural College of the Illinois University, and this schocling, coupled with his practical experience in the handling of dealers' and farmers' problems while with the Moline Plow Co. eminently fits him for his new position with the De Laval Company. He is one of the most capable men in the farm equipment advertising field.

Dairy Show Well Attended

The National Dairy Show, held at Chicago, October 7-16, made a record as regards attendance, the number of cattle shown and the display of dairy equipment. More than 110,000 square feet of floor space was filled with every known machine used in any phase of the dairy industry and 1,500 head of the nation's finest dairy cattle competed in the prize ring. Official figures on the 1920 attendance have not yet been compiled but it exceeded vastly that of the largest previous year.

Delegations from twenty-five foreign countries were present and exhibits from the leading dairy countries led by Denmark, Holland, Uruguay and Argentina attracted much attention. The United States government, through the dairy division of the department of agriculture, staged a $25,000 exhibit.

Bissell PACKER AND MULCHER

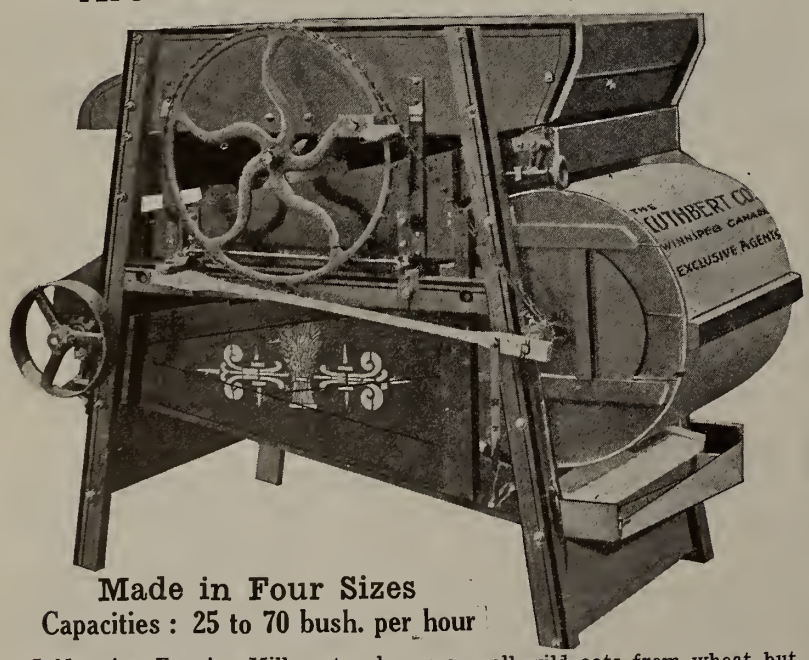
AN improved implement with two rows of revolving wheels. Back row of wheels is held to the ground by stiff tension springs. Each wheel is concaved to a sharp apex and will mulch, pulverize and pack any soil. Fitted with roller bearings. Seat is attached on the hammock principle for easy riding. Long poles are furnished for use with horses or short poles for use behind tractors. Manufactured in a variety of sizes, eight feet and wider. Their use will increase the yield from the land. For free booklet, write Dept. L

T. E. BISSELL CO., Limited, ELORA, Ont.

Factories at Elora and Ingersoll, Ont.

Bissell Implements sold by John Deere Plow Co. Agents and Dealers

"GOLDEN AGE" Fanning Mills
Are Perfect Wild Oat Separators



Made in Four Sizes
Capacities: 25 to 70 bush. per hour

Golden Age Fanning Mills not only remove all wild oats from wheat but clean, separate and grade barley and oats and rye and oats. They are absolutely non-clogging. Have double cleaning design and side and end shake action. The Golden Age is strongly built, trussed and bolted. Bagger or 10-foot Wagon Elevator can be furnished with any size mill. Four sizes: 24, 28, 32 and 40-inch sieve widths. Power attachments for all sizes.

Golden Age Mills will get dealers the business in any district. Don't delay, your territory may be open.

For full Particulars and Attractive Agency Offer, Write at Once to

THE CUTHBERT CO.

118 Grain Exchange, Winnipeg U.S. Office, Minneapolis

Massey-Harris Issue Bonds

A New York dispatch says that a syndicate is being formed to underwrite an issue of $4,000,000 Massey-Harris Co., Ltd., ten-year, eight per cent gold bonds, which will be the joint obligation of the company and of the Massey-Harris Harvester Co., its subsidiary in the United States. The Massey-Harris Co. has combined assets of more than $45,000,000.

It is understood that the whole amount raised by the sale of the bond issue will be required for extension of the business of the Massey-Harris subsidiary at Batavia, N.Y.

Sharples Sales Convention

O. P. Maclean, Canadian manager of the Sharples Separator Co., Toronto, and the other branch executives in Canada, have returned home following the annual sales convention at West Chester, Pa. The following gentlemen attended the convention from the Regina office:

W. R. Fulkerson, manager; and Messrs. Williams, Sleeman and Grant, salesmen. During the convention Mr. Fulkerson gave an address on "How to meet competition in selling the large dealer separators."

N. I. V. A. Convention

Some two hundred manufacturers and supply men in the farm equipment industry attended the 27th annual convention of the U. S. National Implement and Vehicle Association, held at Atlantic City the third week in October. The low attendance was due to the fact that the meeting was held so far east of the center of the industry. President H. M. Wallis, head of the J. I. Case Plow Works Co., presided over all the sessions. He was succeeded as president of the association by W. H. Stackhouse of French & Hecht, Springfield, O. Mr. Stackhouse was formerly chairman of the executive committee.

Chase Tractors Move Offices

The Chase Tractors Corporation, Winnipeg, have moved their offices in that city from 700 Portage Ave. to the Board of Trade Building, on Main Street South. The company occupy extensive office premises in their new location and have a Chase tractor on display as well as a Beeman garden tractor and a line of the different tools for market garden work. They also show a complete grass cutter, 7 feet wide, as used for parks and golf courses in conjunction with the Beeman tractor. R. Mackay, manager of the Winnipeg branch of Chase Tractors Corporation, extends a cordial invitation to all friends and customers to visit their new quarters in the Board of Trade Building. He reports that the factory at Toronto is busy turning out tractors to meet the spring demand.

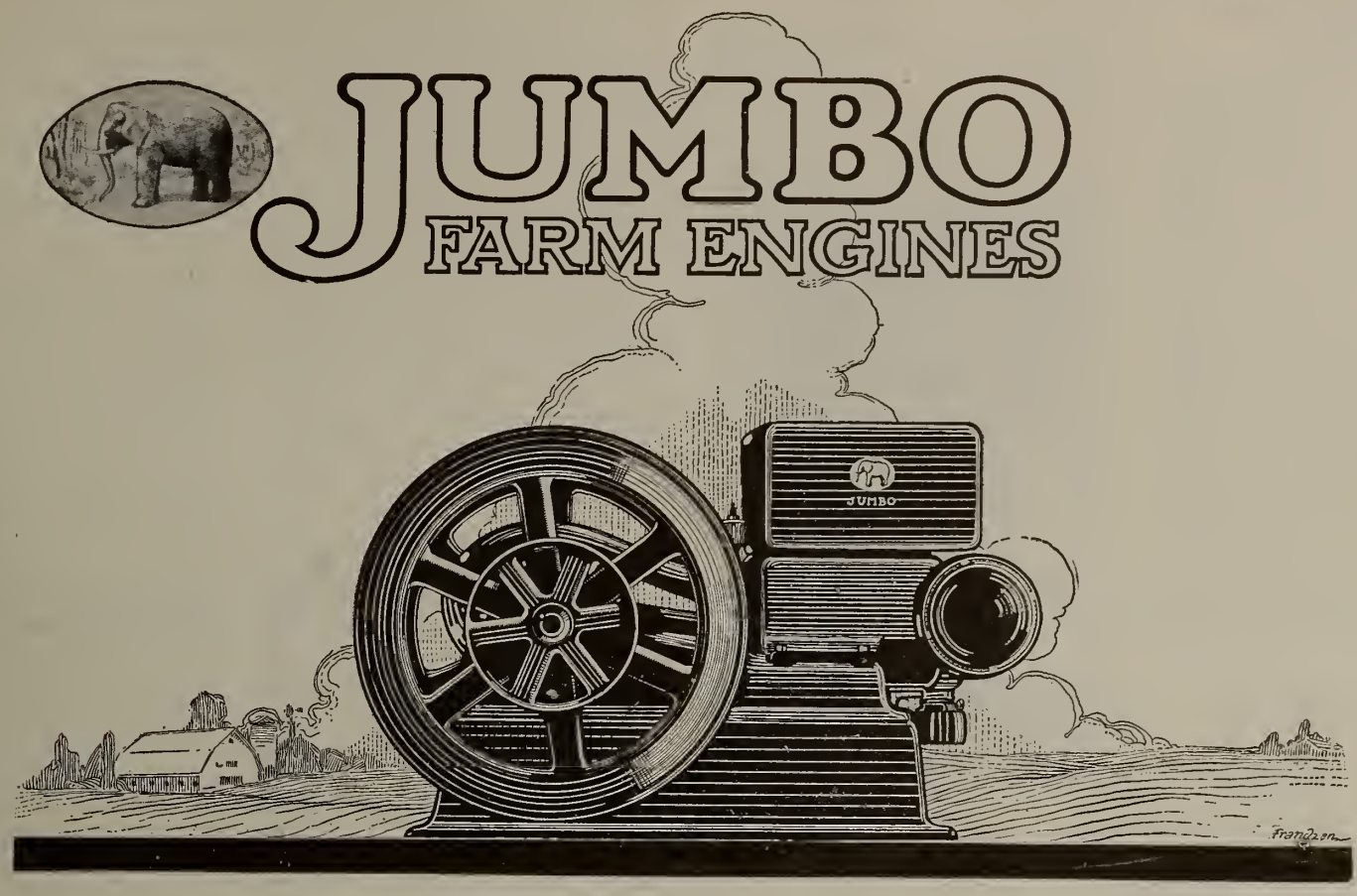
Wallis was Tested

The Wallis 15-25 h. p. tractor, made by the J. I. Case Plow Works, Racine, Wis., was tested recently by the Nebraska State Tractor Testing Department. The equipment included a Bennett Model H & J carburetor, Berling EQ 41 magneto and spade lugs 3¾ inches high by 4½ inches wide. Kerosene used for fuel in this test weighed 6.74 pounds per gallon; gasoline used for fuel weighed 6.14 pounds per gallon.

During the complete test consisting of about 32 hours' running, 4¼ gallons of Mobiloil "BB" oil were used for the engine and 6 gallons of 600 W oil were added for the transmission.

Turner Simplicity Tractors

The Turner Mfg. Co., Port Washington, Wis., recently issued an attractive 16-page booklet entitled "The Practical Farm Tractor." A double page illustration in colors shows the Turner Simplicity tractor, while a series of views show the various parts of the tractor. The story of its construction and mechanical features is clearly and tersely given, the engravings of individual constructional features being particularly clear-cut. Complete specifications of the Turner Simplicity are given, every feature being covered. This new publication should be invaluable to Turner dealers in the territory.



Build Business by Helping Customers

Jumbo Strong Points

Perfect Mixer
A specially designed mixer gives a perfect, uniform fuel supply with either kerosene or gasoline.

Oscillating Magneto
Webster oscillating magneto gives a hot, fat spark in all kinds of weather.

Easy Starting
Positive fuel supply and perfect ignition make quick starting easy and sure.

Positive Governor
Positive governor gives even speed under all loads. More power when needed and then only—saves fuel.

Sub-Base Fuel Tank
The fuel tank is cast in the sub-base, eliminating any possibility of explosions or fuel loss by leakage.

Auxiliary Valve
An auxiliary valve does away with the fuel pump and keeps plenty of fuel in the mixer.

Write nearest Branch for Catalogue

NEARLY every farmer you know has a place to rig up a small power repair shop. A few feet of line shaft and belt, some hangers and pulleys, a drill press, an emery wheel and a Jumbo Engine to drive them make valuable emergency repair equipment.

Now is a good time to help your customers plan the shop and sell them the equipment. You will profit on the sale in cash and in the good will which brings future business.

Manufactured by

NELSON BROTHERS COMPANY

Saginaw, Michigan, U.S.A.

Also Makers of the Famous Line of Jumbo Motor Trucks

TUDHOPE-ANDERSON COMPANY LTD.

Western Canadian Jobbers

Winnipeg Regina Saskatoon Calgary

Mr. E. A. Mott goes to Head Office

E. A. Mott, vice-president and western general manager of the Cockshutt Plow Company, left Winnipeg at the end of October, going to the head office of the Cockshutt organization at Brantford, Ont., in which city he will now reside. Mr. Mott will assume a very responsible position at the head office in connection with the rapidly expanding business of the company. He is one of the best known men in the implement industry in Western Canada, and has been identified with the farm machinery business in this territory since 1892, when he came west to assume the management of the Western business of the Cockshutt Plow Company. Since that date he has resided in Winnipeg.

During the past 28 years Mr. Mott has seen a wonderful development in the trade in Western Canada. Opening in the West in 1892, in 1909 the Cockshutt Plow Company commenced to distribute the products of the Frost & Wood Co., of Smith's Falls, Ont., in addition to their own large line of farm implements. To the initiative, sound business judgment and great executive ability of Mr. Mott, is largely due the remarkable success in Western Canada of the Cockshutt Plow Co. When he came West, nearly

E. A. MOTT
Western General Manager of the Cockshutt Plow Company.

three decades ago, the company at that time were practically unknown in Western Canada, although the Cockshutt factory commenced production in 1877. In 1892 only one traveller carried the Cockshutt message to the dealers and farmers in Western Canadian territory. To-day the company have branches at Winnipeg, Regina, Saskatoon, Calgary and Edmonton, and local agents in every town and village of any importance. Their branch, warehouse and travelling staffs form a personnel of hundreds of individuals, placing the products of the company in every farming area in the Canadian West.

This great expansion is a direct tribute to the un-tiring efforts of Mr. Mott, and his many friends in the West will learn with pleasure of his advancement to an even more responsible post at the company's headquarters. Mr. Mott will not sever his connection with the West, but will visit the territory frequently in order to keep in touch with the large Western interests of the organization through its western branch houses. His wide knowledge and experience of Western conditions will be invaluable at the head office of his company.

During his 28 years in Winnipeg, Mr. Mott has been active in the general commercial life of the city. He is a past president of the Winnipeg Board of Trade, and has been honorary secretary-treasurer of the Winnipeg General Hospital for the past six years. He has been a member of the executive of the Manitoba Red Cross and has been identified with many movements in civic development, also is one of the originators of the Winnipeg Wholesale Implement Association. We unite with the trade in wishing Mr. Mott continued success in the important position which he now occupies at the head office of the Cockshutt Plow Company. Only one man in the wholesale trade has been in the business in Winnipeg longer than Mr. Mott, that is H. F. Anderson, head of the Anderson-Roe Company.

Anderson-Roe Handle Distribution of Complete Emerson Line

Effective November 1st, the Anderson-Roe Company take over the entire distribution in Canada, of the Emerson-Brantingham line, as manufactured by the Emerson-Brantingham Implement Co., at Rockford, Ill. The head office of the Anderson-Roe Company is located at Winnipeg, with branches at Regina, Saskatoon, Calgary and Edmonton.

They have taken over the warehouses and offices on Broad St., Regina, formerly occupied by the

Simplicity

ONE reason why Simplicity Engines last so long and give such satisfactory service is because they easily develop their rated horsepower.

The surplus power, over and above the normal rating, built into every Simplicity Engine, takes care of the strain when the engine is pulling to its full capacity.

Surplus power means longer life, less wear and tear and vibration. Simplicity Engines are famous for long life and dependable power.

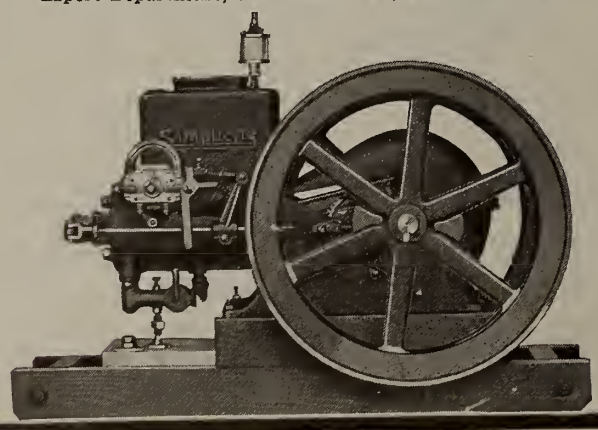
Sizes—Gasoline, 1½ to 16 H. P.; kerosene, 3 to 16 H. P.; stationary, skidded or portable.

Send for Price List and Catalog.

The Turner Manufacturing Company

215 Lake Street Port Washington, Wis., U.S.A.

Export Department, 44 Whitehall St., New York City



For the Plow
For the Tractor
For the Horse

Genuine

Mulcher Packers

Made under Original Canadian Patent ONLY by

The Magnet Metal & Foundry Co., LIMITED

WINNIPEG - CANADA

Distributors:

Cushman Motor Works of Canada Ltd.
Christiansen Implements Ltd.
WINNIPEG - CANADA

Counteracts Drought
Increases Yields
Shortens Harvest

Emerson-Brantingham Company, who now discontinue their factory branch in that city. Charles Roe will manage the Regina branch of the Anderson-Roe Co., for that concern. H. E. Grebe, formerly manager at Regina for the Emerson-Brantingham Implement Co., has been transferred to Sioux Falls, S.D., where he will manage the branch of the E.-B. organization in that city. This change gives the Anderson-Roe Co. the distribution of the complete Emerson-Brantingham line, comprising:

Emerson-Brantingham foot-lift sulky and gang plows, walking and tractor plows, spring tooth and disc harrows, spreaders, grain drills, Standard and Osborne mowers and hay rakes, E.-B. Osborne grain binders and E.-B. tractors and threshers in the province of Manitoba, Saskatchewan and Alberta. Norman Fraser will be in charge of credit and collection, representing the E.-B. I. Co., but working in conjunction with the Anderson-Roe Company.

H. F. Anderson, president of the Anderson-Roe Company, a pioneer in the trade, is well and favorably known among Western dealers, in the above provinces, while Sam Roe at Calgary and Charles Roe at Regina, who will, this year, divide his time between Regina and Winnipeg, are young men whose entire experience in this line of work has been in Western Canadian provinces.

The Emerson foot-lift plow, now known as the E.-B., is well known in the northwest. The 2,000 mile magazine wheel boxes, the exclusive foot-lift features and the quick detachable shares place it in a class by itself. In addition, the harrows, disc harrows, grain drills and harvesting line, both hay and grain, in which are included the Standard wide cut mower and the Osborne mowers and rakes in addition to the Osborne grain binders are all built in the modern reinforced concrete works at Rockford, representing the very highest development in efficiency of manufacture, insure the quality and standing of the machine.

The E.-B. Company was founded in 1852. It is a recognised pillar in the implement industry, with a dealer and distributing connection all over the United States and Western Canadian territory. Through the Anderson-Roe Co., dealers are assured prompt supply of Emerson-Brantingham lines, while repairs will be stocked at all branches of the company. The Anderson-Roe Co. look forward to excellent business for the coming season.

A New Disc for Cream Separators

In the past all discs in cream separators have been of the cone shape design. The whole milk flowing in at the top has had to travel downwards, between these numerous discs placed but one-eighth inch or less apart.

Naturally, with this extreme velocity, and due also to the fact that both milk and butter-fat particles enter at the extreme edge of the discs, not all of the butter fat particles can get out of the way, or, in other words, back up against this tremendous pressure, and are therefore carried along and out into the "skim milk". This causes quite a loss of cream.

The Swedish Separator Co., Chicago, is marketing what is known as the "straight disc", the whole milk flowing first to the bottom and then entering each disc at its center, which gives the butter fat particles a chance to slip back towards the cream outlet, and out of the way of the heavier milk particles, thus producing a separation that the Swedish Co. guarantees to lose only a minute fraction of one per cent or less.

To have friends, be one.

New Hyatt Bulletins

The Hyatt Roller Bearing Co., Chicago, have issued several new bulletins to be embodied in their engineering hand-book. These include the following pamphlets: Bearings for windmills. Bearings for miscellaneous farm machinery — manure spreaders, litter carriers, hay unloaders, portable grain elevators, spraying machines, and truck and wagon wheels. Another attractive addition is a bulletin giving the dimensions and rating of every size of roller bearing produced by the company.

WINNER
FANNING MILLS

Are Now only Made and Sold by the Original Manufacturers . .

Can be furnished with Bagger or Wagon Box Elevator

Built in Five Sizes: To be used by either Hand or Power : : :

SHOWING FORTY-INCH MILL EQUIPPED FOR POWER

THE "WINNER" mill has, this year, many improvements and is now only made and sold by us, so if you want to handle the latest model "WINNER," be sure to get in touch with us at once. This new mill has twice the capacity of any mill on the market, and no mill or special machine can equal the work it does on wild oats. It is easy to operate, having no adjustments to give trouble. You can stand on the upper sieves of the New "WINNER" and not sag them. The New "WINNER" is built with six inch longer screens than most mills, which is the reason it is such a fine grader.

If you want to sell the best, write us and we will send you one of the New "WINNERS," on a guarantee to do better work and twice as fast as any other mill, or we will take it off your hands. Let your customer try it alongside of any mill he thinks might be as good, and let him be the judge.

DEALERS:—WRITE FOR PRICES

AMERICAN GRAIN SEPARATOR CO., LTD.

WINNIPEG, MAN.

ALL DEALERS NOTE: Repairs for Old or New Style Winner Mills will be filled promptly by us at low prices.

With the Manufacturers

The American-Bosch Magneto Corp., New York City, has increased its capital to $12,380,000.

The Cleveland Tractor Co. of Canada is considering the erection of a warehouse on Ottawa St., Regina.

The Stearns Motor Mfg. Co., Ludington, Mich., will erect a one-story foundry, 80x150, to cost $50,000.

The Franklin Tractor Co., Greenville, O., is planning the erection of a one-story foundry, 100x200.

The Beeman Garden Tractor Co., of Minneapolis, has recently paid a dividend of ten per cent to its shareholders.

The London Concrete Machinery Co., London, Ont., has prepared plans for a $100,000 addition to the present plant.

The officials of the Sawyer-Massey Company, Hamilton, Ont., say they have secured a contract for all their output for the next three years.

A permit has been granted the K. & S. Tire and Rubber Co., Toronto, to make an addition to their factory at a cost of approximately $5,500.

The Montana Tractor Co. has broken ground at Oconto, Wis., for the first unit of its factory. The floor space provided is 150x450 feet.

Wood Bros. Thresher Co., Des Moines, Iowa, is planning to add to its plant with a view to increasing its production to 1,000 more threshers for 1921.

Bull Milking Machine Co., Fort Atkinson, Wis., has recently been incorporated with a capital of $100,000 to manufacture milking machines and dairy machinery.

The Tioga Tractor Co., Philadelphia, Pa., division of the Taylor-Wharton Iron & Steel Co., has been sold to the Steinmetz Electric Motor Car Corp., Baltimore, Md.

The Straw Cutter Co., of Maribel, Wis., has been incorporated with a capital stock of $50,000 to manufacture a straw cutting device to be attached to threshing machines.

G. A. Grove, formerly branch manager of the Emerson-Brantingham Implement Co., at Indianapolis, is now branch manager of the Samson Tractor Co., at Columbus, O.

E. O. Ross, advertising manager for the Hart Grain Weigher Co., Peoria, Ill., is optimistic as to future business. A. J. Hartley, vice-president, is on a business trip in Canada.

Gray Motors Corp., which recently succeeded the Gray Motor Co., Detroit, Mich., will continue the manufacture of the Gray truck and tractor engine, and in addition will manufacture automobiles.

After being associated with the Northern Rock Island Plow Co. for twelve years, R. H. Proctor has resigned to accept the position of sales-manager for the National Automatic Gate Co., of Minneapolis.

The Moline Plow Co., Moline, Ill., has created a power farming bureau, the purpose of which is to stimulate interest in power farming equipment among farmers.

The Waukesha Motor Co., Waukesha, Wis., has increased its capital from $1,000,000 to $2,000,000 which will be absorbed largely by original stockholders. The proceeds will be used for business expansion.

Messrs. Wood, Vallance, Ltd., have opened their new wholesale warehouse at Regina. The business to be conducted will be of an exclusively wholesale nature, and will employ a staff of sixty persons.

The Brillion Iron Works, Brillion, Wis., announce the completion of the mammoth addition to their plant which is devoted exclusively to the manufacture of Brillion King pulverizers and packers.

The Collins Plow Company, Quincy, Ill., is placing on the market a line of cabs, grain beds and stock racks for a popular make of motor truck, and slip-on bodies for the same line of roadsters.

Announcement is made by the Moline Plow Co., of Moline, Ill., that it is ready to make deliveries on the new Moline farm motor truck. The new truck is described as having a capacity of 3,000 pounds "pay" load capacity.

The Kroyer Motors Co. has been organized at Stockton, Cal., to manufacture a four-wheel drive tractor under the patents held by the Kroyer Mfg. Co., which during the past two years has been developing the machine. Capital stock is $5,000,000.

Two additional buildings to the present plant are being erected by the U. S. Tractor & Machinery Co., Menasha, Wis. One of the units will be a machine shop 200 feet long, the other a 75 feet extension of the present plant to be used for final inspection, testing and painting.

The Tractor Appliance Co., New Holstein, Wis., has been incorporated with a capital of $50,000 by F. H. Edson, H. C. Thiessen and H. N. Edrans. The company manufactures implements, tools and accessories used in connection with tractors.

The Townsend Mfg. Co., Janesville, Wis., has issued a general letter to its dealers stating that should the price of its tractor be reduced at any time up to June 1, 1921, the amount of such reduction will be refunded to the buyer of the tractor whether it be farmer or dealer.

The Canadian Raybestos Company is the Canadian offspring of the Raybestos Company, of Bridgeport, Connecticut. It has purchased two plants at Peterboro, Ont. Machinery has been installed and the company are now weaving their line of asbestos brake lining.

The International Harvester Co., Chicago, Ill., is preparing to build a $5,000,000 tractor plant at Fort Wayne, Ind. The plans provide for eight buildings of reinforced concrete, covering ten acres. Philadelphia engineers have contracted for the first unit to be built this winter.

The John Deere Manufacturing Co., Ltd., of Welland, Ontario, are making some additions to their plant. The additions consist of a new office building, additions to the steel storage, the paint shop and the warehouse. The old office buildings will be used for manufacturing operations.

Organizing with a capital stock of $750,000 preferred stock and a proposed issue of 55,000 shares of no par common, the W-S-M Tractor Corporation has started work on a new plant, which will be erected at Copley, a suburb of Akron, Ohio. The company will manufacture a tractor which will be known as the "Akron".

Tractor Company Moves

The Canadian headquarters of the Cleveland Tractor Co. of Canada, have been moved from Windsor to Montreal. The company announce that they will be able to give better service to the majority of their distributors and dealers from that city. The western branch office at Regina will have contact with the Minneapolis and Spokane offices concerning plans and policies in Manitoba, Saskatchewan, Alberta and British Columbia.

An ounce of pep is worth more than a pound of putter.

Punch might knock some guys silly; it'll knock others right up in front.

MACKENZIE, THOM, BASTEDO & JACKSON

Barristers, Solicitors, etc.

REGINA, SASK.

Specialists in the law affecting Implement Companies.

Solicitors for:

Advance-Rumely Thresher Co., Inc.; Aultman & Taylor Machinery Co., Ltd.; Robt. Bell E. & T. Co.; J. I. Case Threshing Machine Co.; Canadian Avery Co., Ltd.; Canadian Tillsoil Farm Motors, Ltd.; Canadian Oliver Chilled Plow Works, Ltd.; DeLaval Dairy Supply Co., Ltd.; Emerson-Brantingham Implement Co.; Hart-Parr Company; International Harvester Co. of Canada, Ltd.; A. Stanley Jones Co., Ltd.; Minneapolis Steel & Machinery Co. of Canada, Ltd.; Minneapolis Threshing Machine Co.; Nichols & Shepard Company; Petrie Manufacturing Co., Ltd.; Sawyer-Massey Co., Ltd.; Stewart Sheaf Loader Co., Ltd.; Tudhope Anderson Co., Ltd.; Watrous Engine Works Co., Ltd.; Waterloo Boy Kerosene Tractor Co. of Canada, Ltd.

KINGSTON

IGNITION SERVICE

SPARK PLUGS—COILS
MAGNETOS—SWITCHES

KOKOMO ELECTRIC CO.

KOKOMO - - - INDIANA - - - U. S. A.

Best Magneto at Any Price

J. B. Eckhold, Implement Dealer at Oconee, Ill., writes:

Over 600,000 in Use

"Your representative called on us to-day and gave us some very valuable information concerning the WEBSTER Equipment which we appreciate.

"We have sold WEBSTER equipped engines for the last five years and have had no trouble with them whatsoever, and we ourselves feel that this is the best magneto that can be purchased for any price."

This is just a sample letter out of many. Dealers all agree that

There is no substitute for the

WEBSTER
MAGNETO

46 WEBSTER Service Stations

WEBSTER ELECTRIC COMPANY
RACINE, WISCONSIN, U. S. A.

Expand Your Grain Cleaner Trade The "*Beaver Brand*" Line Means

Quicker Sales — Better Profits—Satisfied Customers

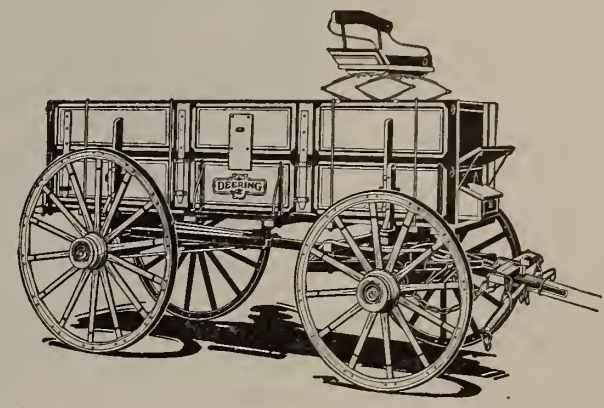
Our Line Includes:
BEAVER FANNING MILLS
AUTOMATIC PICKLERS
IMMERSION PICKLERS

Beaver Brand Fanning Mills are the most efficient grain cleaners you can handle. Every farmer is a prospect. They do remarkable work on the dirtiest mixtures and have mechanical features that assure big sales. Have you sized up your pickler requirements for next spring? It will be a wise policy to stock early this season. Our pickler line will appeal to you—and our prices. We also manufacture Indented Cylinders, as shown, which separate perfectly wheat from barley or oats, or oats from barley. Our rotary screen is the fastest cleaner made, handling from 100 to 2,000 bushels per hour. There is a big demand, right in your territory. Secure complete information.

Line up your prospects Now. Write at once for Literature, Prices and our Attractive Proposition

Metal Specialty Company Ltd.
REGINA - SASK.

See last paragraph below. In this advertisement wagon prospects are referred to International agents.



Farm Wagon Requirements

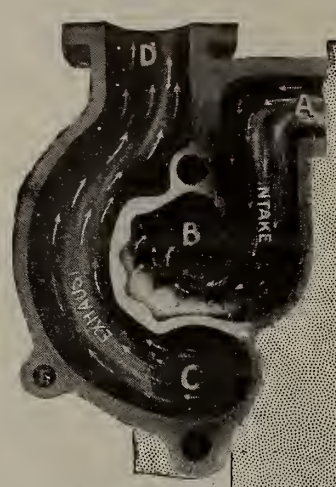
HAULING heavy loads over rough country roads requires a wagon that is built of well-seasoned A-grade lumber, with gears ironed and braced to resist wear and severe strains; a wagon with heavy hickory axles, cut full at the bell; properly dished wheels with double-riveted oak rims, hickory or oak spokes, and electric-welded tires set hot; hounds set wide apart to carry the load near the wheels, and various other features that are found on

McCormick Wagons

Sold by International agents everywhere. Consult the one nearest you in regard to a wagon that will give you years of good service. Look for the name "McCormick."

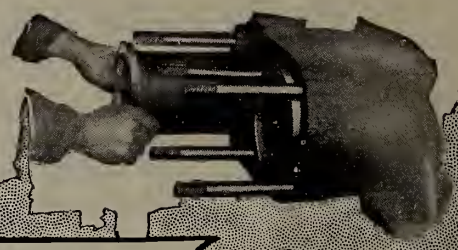
INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON - CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N. B.

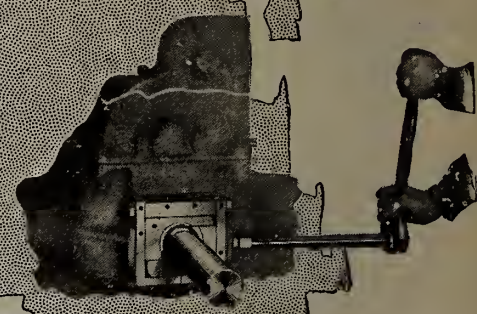


Avery Gasifier

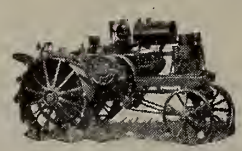
"Draft-Horse" Motor
"Direct-Drive" Transmission
Renewable Cylinder Walls
Adjustable Crankshaft Bearings
Centrifugal Gasifiers
Round Radiator
Valves in Head, etc.



Renewable Cylinder Walls

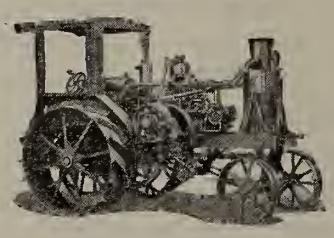


Adjustable Crankshaft Bearings

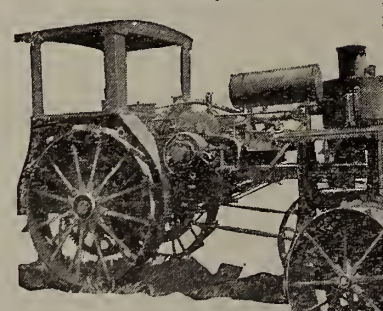


8-16 H. P.
Avery Tractor

NEW Four-Cylinder
12-20 H. P. Avery Tractor



12-25 H. P. Avery Tractor



14-28 H. P. Avery Tractor

Features That Make

The Avery "Draft-Horse" Motor, "Direct-Drive" Transmission, Renewable Inner Cylinder Walls, Adjustable Main Crankshaft Bearings and Centrifugal Gasifiers are some of the features that come to your prospect's mind when you mention Avery Tractors.

Ask an Avery owner why he likes his Avery and he is sure to mention one or more of these exclusive Avery features. They mean much to him as a *successful* tractor owner—they also mean as much to you in *successfully carrying on* a profitable tractor business.

Show your prospective buyer the advantages of the Avery "Draft-Horse" Motor—how the "Direct-Drive" Transmission delivers the power to the drawbar with a *minimum* of gears and shafting and how it delivers *all* the power in the belt. Also show him how, by putting in new cylinder walls after years of hard service, he can *re-energize* his motor and make his Avery Tractor new again.

Show him these and some of the other Avery features and it will be difficult indeed or *impossible* for any competitor to take him away from you. No matter what size tractor he wants, *you* can supply it—and you do not have to resell him on a different design, for the larger sizes of Averys *are all built alike.*

One dealer says "I like to sell Avery Machines because in talking about the Avery you never run out of good talking points. I have the customer's interest right from the start and he can see the exclusive Avery features are a **real** benefit to him."

But widely advertised, well-known, exclusive features are not confined *only* to Avery Tractors. Every machine in the complete Avery line has features that make sales easier for you.

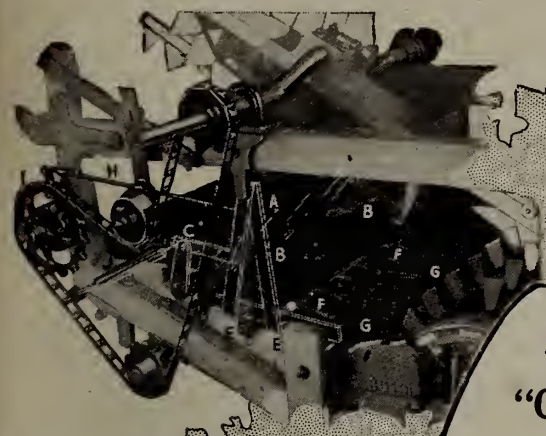
Exclusive features in design mean exclusive advantages in selling

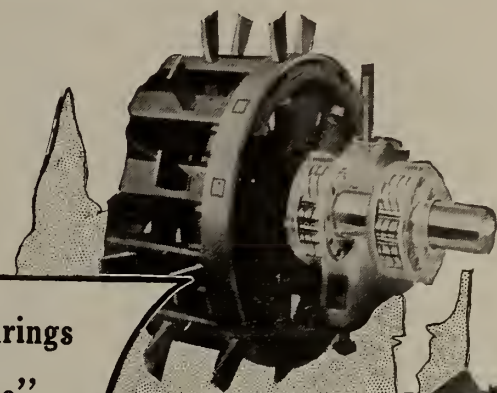
18-36 H. P.
Avery Tractor

25-50 H. P.
Avery Tractor

45-65 H.P.
Avery Tractor

Seven Sizes
All Built Alike
Standardized





Anti-Friction Bearings

"Guaranteed-for-Life" Cylinder Teeth

I. X. L. Grain-Saving Device

Duplex Automatic Straw Governor

Double Cone Pulley Belt Guide, etc.

Automatic Straw Governor

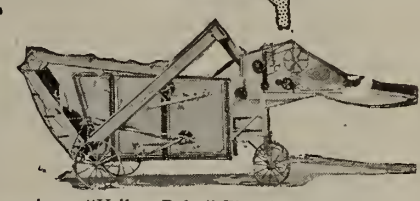
Hyatt Roller Bearings

Tool Steel Cylinder Teeth

IXL Grain-Saving Fingers

Averys Easier to Sell

Avery Threshers, too, are no exception, for Anti-Friction Bearings, Tool Steel Cylinder Teeth, I. X. L. Grain-Saving Device and the "Duplex Automatic" Straw Governor are only some features that come to your prospect's mind when you mention Avery Separators.



Avery "Yellow-Baby" Thresher—22 x 32 in.

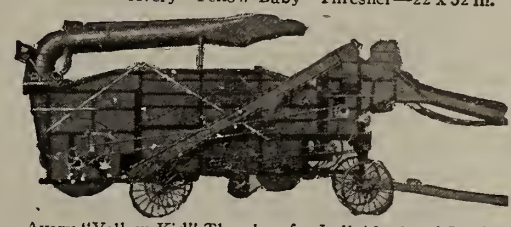
He knows that these features mean *better* threshing, *better* grain saving and *better* grain cleaning. Avery Threshers are the *Champion* "Grain-Savers" and Avery dealers have sometimes been unable to get them fast enough to supply the big demand in their sections where they are best known. In certain sections farmers have been known to wait for weeks for an Avery Separator being shipped, while other makes stood idle on dealers' floors waiting for buyers, for they knew when they got their Avery they would have a *real grain saver.*

A Complete Line of Easy Selling Money-Makers

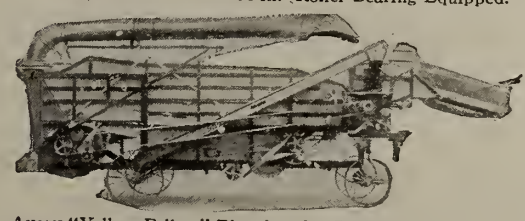
Avery Motor Cultivators, the Avery Six-Cylinder Tractor, New One-Ton Motor Truck, "Self-Lift" Plows, "Self-Adjusting" Tractor Disc Harrows, Drills, Roller-Bearing Silo Fillers, and the many sizes of Avery Tractors and Threshers in the Avery Line *all* offer exclusive selling advantages.

The Avery Line gives you something to keep money coming in the whole year around—*every* month an *Avery* month.

The new 1921 Avery contract is now ready. To the right dealer it offers the biggest opportunities ever offered by any motor farming machinery contract. It has in it many new and original features all written with your very best interests at heart. We will be glad to tell you about them. Address us or our nearest branch house.



Avery "Yellow-Kid" Thresher, for Individual and Small Runs, 20 x 30 and 24 x 36 in. Roller Bearing Equipped.



Avery "Yellow-Fellow" Thresher, for Farmer-Company and Custom Work, 28 x 46, 32 x 54 and 36 x 60 in. Roller Bearing Equipped.

Avery-ize your business—"A complete quality line with a good profit"

AVERY

Motor Farming, Threshing and Road Building Machinery

Avery Company
Factories and Main Office:
Peoria - - Illinois

Canadian Avery Co., Ltd.
WINNIPEG, MAN.
Branches: Regina and Saskatoon
Sub Branches: Lethbridge and Camrose

Production and Prices

Whatever be the cause, it is evident that in the majority of lines trade has been dull. People are not buying despite the fact that normally, following good crops, heavy buying is a usual condition. In connection with the farm machinery business, there seems to be evident the fact that many farmers will not buy because they anticipate price reductions. They came to the conclusion following the drastic price reductions made by automobile concerns. This led to the idea that because some cars were reduced in price, naturally farm machinery—also fabricated from iron and steel—would show marked price reductions.

This erroneous view was not taken only by the farmer; it seemed to be the idea of not a few dealers. Contrast this idea with the fact that implement companies are actually announcing price advances—not reductions—and are guaranteeing no reductions for many months ahead. We do not know what percentages of profit prevailed in the automobile industry, but it is safe to believe that with enormous production such percentage was not indecently low. But as we have shown in previous issues, in the implement industry, with increasing costs of production manufacturers have clipped their profits until they can do so no longer and continue to make and sell goods.

The report of the federal trade commission on the implement industry in the United States, shows that no profiteering can be laid at the door of the manufacturer. Let us compare the percentage of increase in the production cost of implements and the percentage of increase in selling price. Between 1914 and 1920, the production cost increased 135 per cent, the selling price to dealers only 82 per cent. Compared with January 1914, the percentage of increase in steel products is also worth noticing. Pig iron advanced 300 per cent, billets, 200 per cent, and plates, 182 per cent. In hardwoods, in the six years, oak advanced 225 per cent, poplar, 252 per cent and hickory, 288 per cent.

What have the advances in percentage on specific implements been to the farmer? The federal trade commission in the United States, in a list of 25 implements, found that the average of advance from 1914 to 1918 was 73 per cent. The following are a few specific percentages given: Stationary engines, 43; farm wagons, 68; engine gang plows, 70; binders, 71; mowers, 73; hay rakes, 80; walking plows, 84; sulky plows, 85; double disc harrows, 88.

At this writing it is evident that coke has declined, that pig iron shows lower quotations. This, however, does not affect the fact that the coke and pig iron that were used to make the stock built into the implements on warehouse floors to-day, were purchased at the highest prices that ever were known. An implement is not made one day and sold the next. The manufacturer had to enter the market more than a year ago to get the stock to fabricate the machines which are now being sold. As has been shown, manufacturers reduced their profits to a minimum even in the face of enormous advances in production cost. In producing farm machinery, four quantities are essential—men, material, management, money and machinery. Iron and steel predominate, and 80 per cent of their production cost is labor. To reduce their price you must reduce wages, which should be the last thing to reduce. We have seen the advance in those lines. Management, that is, supervision, required higher salaries in order to live. The cost of financing in the implement industry has advanced over 2 per cent, reducing manufacturing return on invested capital. Machine equipment when worn out can only be replaced at greatly increased prices.

Add to this the increased freights on raw materials, increased selling expenses due to increased overhead, in fact increases in every department of production and sales, and it becomes fairly evident that to cut prices to-day would require some financial wizardry.

The farm is a factory, also using men and machinery. Labor shortage is a common trouble, and production can only be had by recourse to farm power machinery. Full production with inadequate machinery is impossible. If, through the idea that prices of equipment must slump, farmers do not buy needed equipment, the result can only be reduced agricultural production.

With ancient farm equipment the present rural population of the world could not supply one fourth enough food to supply the world. Food demand increases—labor supply decreases. The farmer must bridge the deficit with machinery, and modern implements have shown their value in economical crop raising. Development, progress and prosperity depend upon agricultural production, and without machinery the uninterrupted increase of production is impossible. The factory has done its best for the farmer, but the latter should realize no reduction is in sight.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, NOVEMBER, 1920

Work—A National Antidote

If we are to hold our own among the leaders of the earth in commerce, finance and industry we must go full speed ahead. Instead of trailing we must lead. If we trail, lack of production is wholly responsible. Work pays the bills. Work earns promotion. Work—honest, hard work—will help bring down the cost of everything—from implements to india-rubber rattles for Canada's cradle population. What we need is less conversation and more perspiration.

We idle. We talk. We play. But other nations work. They don't spend time arguing about the number of hours of labor—the amount to be done in an hour. They toil night and day to repair the ravages of war, to build up production in all lines.

Will Canada work, or will she want? Is the high cost of living to decrease, or will idle plants and empty shelves force it still higher?

The man who works fewer hours or does less work hurts his own cause. He cuts down production. He is an industrial slacker. There is no more excuse to-day for his conduct than there was in war times for the man who evaded his war obligations. Not alone does he injure himself. He hurts his family—his friends—his country.

Our safety as a nation depends upon production—hard, driving effort to forge ahead. Before the war, and during it, we made wonderful progress through production. Then we stopped to rest. Our minds and bodies are now rested and refreshed. Once more we must work—work to live. The prosperity of the future depends wholly upon our actions to-day.

Production means work—work—and still more work!—until each of us has reached the height of his efficiency and earning power. Not alone do we need production in the factory, but in the office, on the road, on the farm, in the home—in every phase of our lives.

Work, for the joy of the work itself—for the sake of successful accomplishment—for the betterment of all—to bring down the high cost of living through increased production and decreased overhead—for the future peace and comfort of our sons and daughters—for the salvation of Canada as a nation.

The Matter of Cash Discount

The cash discount is purely a reward for cash not for the offer of another kind of credit instrument, yet credit managers find buyers tendering a note payable

at the maturity of the invoice, with the discount deducted and interest added from the expiration of the discount time to the maturity of the account.

Such buyers do not understand, apparently, why such an offer is declined, declaring that the seller can quickly get the cash on discounting the note, forgetting that the premium is for cash payment by the buyer for the complete closing of the account, while in the instance stated the premium is asked for giving merely another form of credit instrument for which the seller is obligated until the instrument is paid, if he chooses to discount it.

The defense of cash discount terms demands its sane treatment by buyers and sellers. Allowing laxities in the taking of discount terms is a great offense against good order in credits, and laxities never encourage permanent business.

The Factor of Price

When talking price to a farmer, get him to think of things he buys in terms of things which he produces, not in terms of dollars and cents. We should transform the price of a tractor, plow or anything else which he buys into terms of wheat, cattle or whatever may be the biggest crop. When the farmer thinks in crop terms, farm machinery is actually cheaper to-day than several years ago. The value of farm crops has increased much faster the last ten years than implements have increased in price.

The Supply Situation

It is evident that in most cases commodity markets are well supplied except in the case of iron and steel, of which there is still a scarcity. The U. S. Steel Corporation is booked up with orders for a year ahead. In contrast to this, other iron and steel interests which generally maintained normal production during the summer, are affected by the depression and restriction of production is evident.

Although the earnings of the United States Steel corporation at $48,000,000 for the quarter ending September were very large, the figures are by no means a record. In 1916, the company earned $90,000,000 in one quarter, or at the rate of one million dollars a day, a figure which has never been approximated.

Widespread curtailment of production is so clearly the result of strained credit and a reaction against inflated prices that it is useless to ascribe conditions to any other cause.

The revival of business activity is dependent chiefly upon the process of liquidation, not upon political events. How rapidly production is restored to normal will be determined by the rate at which existing stocks of merchandise are absorbed by consumers and especially by the rapidity with which the recent reductions in wholesale prices on some lines of goods are extended to retail prices.

Canada's Steel Supply

During the recent convention of steel experts and mining engineers, held in Winnipeg, H. E. Knobel, who for six years investigated Canadian iron deposits for U. S. steel concerns, spoke on the lack of progress in Canadian iron and steel industries.

Mr. Knobel outlined the possibilities of creating a western iron and steel industry based on purely domestic sources of iron and coal. Ontario iron ores and Alberta coal could be utilized for steel to supply the western part of Ontario and the three prairie provinces, he said.

A New Ford Model

It is rumored that the Ford Motor Company will produce a new car of that well-known type. Reliable sources state that the body of the new car will be streamline and will be 14 inches longer than the present model. The engine is declared to be six-cylinder, with improvements that minimize vibration.

An official of the company admitted recently that a new car had been designed and could be put on the market if such a course was deemed advisable. He qualified the statement, however, by declaring "no conclusion had been reached regarding the bringing out of the car, and if such a decision was made it would require a year to get into production."

U.S Twine Exports

Binder twine exports from the United States for the first seven months of this year were 43,437,462 pounds, valued at $6,574,575, compared with 36,901,851 pounds valued at $8,139,998 during the corresponding period of 1919.

Old Harness Journal Discontinues

The "National Harness Review," published in Chicago, Ill., has suspended publication. Cessation of publication followed the death of Jefferson Jackson, founder and owner of the magazine, who established the magazine in 1879. Last summer Mr. Jackson was killed through being run into by an automobile. So passes the oldest harness publication on the continent.

Kuempel With Hyatt

The Tractor Bearings Division of the Hyatt Roller Bearing Company, Chicago, Illinois, announces the acquisition of Reuben Keumpel to its staff of engineers. Mr. Kuempel is well known in the trade, having been identified with the automotive industry since 1913. During the war he served on the Bureau of Engineering, Aircraft Power Plant Section. Since that time he has filled the position of Tractor Engineer for the General Ordnance Company, New York.

Production and Employment

□ □ □

DIRECTLY or indirectly we are all engaged in industry. We live by trade; hence the development of trade is of paramount importance. The "capitalist" in his office, the workman at his bench, the merchant in his store—all live by commerce. It is useless to talk of destroying capital—for it is only by an increase of capital that real wages can be increased. Labor, in fact, pays for further wage increases by further rises in prices. Our crying need, to-day, is for more capital—which can only result from more work.

All arguments to the contrary, every man in industry, from the managing director down to the unskilled laborer, is a worker. And the worker must remember this:—Unless his industry can produce goods sufficiently cheaply to sell them at a profit, it will be extinguished. It needs him to assist in producing goods, and if by any action he endangers his industry, he is taking action which endangers his own livelihood. If industry is crippled the whole of the workers must suffer. Every man, as a worker, has duties as well as rights.

Personal

J. J. Condin has closed his harness business at Lebret.

H. A. Cooper has opened a harness business at Vernon.

J. W. Judd has sold out his implement business at Raymond.

The Muenster Motor Co. has been incorporated at Muenster.

O. A. Forsyth has discontinued his automobile business at Vanscoy.

John Rolston is owner of a tire and vulcanizing business at Ashcroft.

Jacob Webber has commenced in the harness business at Holmfield.

George Downey is retiring from the Innisfall Vulcanizing Works.

H. A. Greene, an automobile dealer at Watson, was burned out recently.

Hartley & Dykes are owners of a vulcanizing and repair business at Melita.

O. Stefannson is the proprietor of an automobile business at Wynyard.

McMillan & Rogers are now carrying on an auto concern at Vulcan.

Burton & Lawrence, implement dealers at Young, have dissolved partnership.

A change is reported in the ownership of the Peerless Garage, at Saskatoon.

It is reported that W. D. Dunlop & Co., dealers at Yorkton, have sold out.

Moses & Kitchen have commenced in the automobile business at Redcliff.

The business of the Richier Auto Top Co., at Edmonton is advertised for sale.

Ben Roll, an implement man at Admiral, has sold out in that town to W. Stewart.

Driedger & Schmidt, implement dealers at Estuary, have dissolved partnership.

Barber & Fraser, automobile dealers at Summerberry, are succeeded by A. W. Barber.

The Samson Tractor Co. of Canada has been registered to do business in Saskatchewan.

The Reliance Garage & Motor Co., Shaunavon, was burned out the latter part of October.

Davenport Bros. have discontinued their implement and tractor business at Elrose.

The Muenster Motor Co. Ltd. has been incorporated at Muenster with a capital of $10,000.

The Pacific Tractor Company, Vancouver, B.C., are opening a branch business at Penticton.

Stewart Linnell is reported to have discontinued his auto business at Woodrow.

Makowyczuk & Taschuk are new automobile men and garage owners at Vegreville.

A. Newlin, an automobile dealer at Victoria, has taken the local agency for Maxwell cars.

Burgess & Lawton, automobile dealers at Boissevain, have sold out to Todd & Tremblay.

J. I. Giesbrecht, an automobile dealer at Morden, has sold out in that town to Falk & Bergen.

Eldred & Hallgreen have dissolved partnership in their automobile business at Lockwood.

The Legal Trading Company, Legal, an implement concern, has been bought out by O. Lemaire.

R. McLeod, a dealer in automobiles at Marengo, is reported to be selling out at that point.

Winram & Son, Killarney, have registered partnership in their implement business in that town.

Sam Mackell, an implement dealer at Cereal, has sold out his interests in that town to J. A. Nash.

It is reported that W. J. Duncan & Son, implement dealers at Rhein, have sold out to Gulak Bros.

O. Gunnlangsson, a harness dealer at Wynward, suffered fire loss in his premises during October.

Burton & Lawrence, implement dealers at Young, have dissolved partnership in their implement business.

The Western Steel Products Co., Winnipeg, has been registered to do business in Saskatchewan.

J. J. R. Funk has bought out the implement business at Grunthal, formerly carried on by W. E. Pries.

Partnership has been registered in the Genco Farm Lighting Co., at Brandon.

The Sterling Fire Insurance Co. of Indianapolis, has been registered to do business in Saskatchewan.

Stewart James & Co., garage owners at Grassy Lake, suffered fire loss through a conflagration in that town.

The Sutherland-Stelck Hardware & Implement Co., Dauphin, are now known as Sutherland-Stelck, Limited.

N. B. Vickers, automobiles and garage owners at Drumheller, sustained considerable loss by fire two weeks ago.

The Finch-Patton Motor Company have opened branches of their business at Kelowna, Penticton and Vernon, B.C.

Mr. Smith, of Peters & Smith, implement dealers at Camrose, has severed his connection with the concern.

It is reported that the implement firm of Burton & Lawrence, dealers at Young, have dissolved partnership.

J. M. and J. L. Ritchie, tire and accessory dealers at Medicine Hat, are advertising their business for sale.

Berg & Strand, implement dealers at Erickson, have sold out their interests to the firm of Bergwall Bros.

Ell & Ell, implement dealers at Grassy Lake, recently suffered fire loss in their implement business in that centre.

A. W. Prugh, manager of the Gray Tractor Co. of Canada, Winnipeg, spent a few days in the territory early in the month.

Mason & Fleming, implement and automobile dealers at Delia, have sold out their interests to a firm called Manson & Keane.

S. De Witt and Stephen Nowalkowsky, automobile and tractor repair men have formed partnership in a business at Sandy Lake

R. J. Willis, automobile dealer and garage owner at Eaton, has taken a partner into the business. The firm name is Willis & Cleland.

B. Baker, manager of Canada Tillsoil Farm Motors Ltd., paid a visit to the Regina headquarters of the company early in the month.

As the result of a $25,000 fire that destroyed part of the village of Margaret, the implement store of James Tucker was entirely gutted.

The Burd Ring Sales Co., Winnipeg, a concern handling piston rings for cars, tractors and engines, have opened a branch at Regina.

Francis H. Whitton, vice-president and general manager of the Steel Company of Canada, Hamilton, Ont., died in that City on October 24th.

J. Blair, an implement dealer at Indian Head, has taken a partner into the business which now operates under the sign of Blair & McLean.

F. D. McIntyre, implement dealer at Star City, has taken a partner into the business, which is now known as McIntyre & Dorwood.

Cook & Gerow have discontinued their automobile business at Kamloops. In the same town, W. M. Wade has opened an auto painting concern.

The Alberta Dairy Supplies, Limited, Edmonton, distributors of milking machines and dairy equipment, have increased their capital to $300,000.

C. H. White, superintendent of the Deere & Mansur Works, Moline, Ill., recently visited the Winnipeg branch of the John Deere Plow Co., Ltd.

Kidd & Clements, the well-known implement firm at Wapella, have sold out their branch business at Rocanville to a dealer named J. H. Lockhart.

Kells & Williscroft have dissolved partnership in their auto and tractor repair business at Maple Creek. Mr. H. A. Williscroft continues the business.

J. Storey, manager of Westwoods, Ltd., Winnipeg, states that the factory is busy turning out sleighs and cutters to meet the winter demand.

W. W. Rainey, manager of the Avery branch at Los Angeles, Cal., is now president of the Tractor and Implement Association of Southern California.

W. A. Sawyer & Sons, auto and tractor repair men at Bengough, have discontinued business. In the same town the Auto Sales Co. have ceased operations.

James Fairbrother, advertising for the Ontario Wind Engine Pump Co., Toronto, is back at his desk after a holiday spent on the shores of Lake Simcoe.

Louis H. Jenns, managing director of the Empire Cream Separator Company, visited the National Dairy Show, in Chicago, on October 11, 12 and 13th.

J. J. Dunn succeeds R. H. Crichton in an automobile concern at Vancouver. In the same city, L. S. McChesney, an auto repair man has discontinued business.

A. B. Percy is back with the Anderson-Roe Company after being seven years off the road. Mr. Percy will be in charge of the Saskatoon branch of the Anderson-Roe organization.

H. B. McKahn, general manager of the Deere & Mansur Works, of Deere & Company, Moline, Ill., was a recent visitor to the office of the John Deere Plow Co., Winnipeg.

Jacob Janzen, partner in the firm of Janzen & Cawley, auto dealers at Rosthern, died recently. C. Cawley has taken over the business which will be continued under his name.

Mr. Cook, manager of the Gilson Manufacturing Company, Winnipeg, recently returned from a two weeks visit to the plant and head office of his company at Guelph, Ontario.

P. J. Grout, manager of the Twin City Separator Company, Winnipeg, is busy these days taking care of a very heavy demand for their well-known line of Bulldog Fanning Mills.

F. G. Wright & Co., Henry Ave., Winnipeg, are now handling a full line of wagon and implement woods for which they report a satisfactory demand.

Prof. W. H. Day, manager of the Shinn Manufacturing Co. of Canada, Guelph, Ont., manufacturers of lightning rods, recently returned east after a three weeks visit to Western Canadian territory.

Cyrus Jones. who has been with the Regina branch of the J. I. Case T.M. Co., has been transferred to Toronto. Mr. Jones will be an instructor in the Case service school, which will be started soon in that city.

H. E. Keith, of Linwood, Ontario, is now representing the Twin Separator Company, of Winnipeg, in the Ontario field. The Twin Separator Company manufacture the "Bull Dog" line of fanning mills.

John Herron, manager of the Winnipeg factory branch of the Macdonald Thresher Co., Stratford, Ont., will visit the factory in that city during November so as to arrange for shipments for the coming season.

D. Drehmer, manager of the John Deere Plow Co., Winnipeg, along with the other western branch managers of the company, will pay a visit this month to the head office of the Deere organization at Moline, Ill.

Mr. Charles W. Bryne, for seventeen years associated with Critchfield & Company, Chicago, has acquired a stock interest in The Thielecke Company, advertising agents, of Chicago, and takes the office of vice-president.

Marshall-Wells Co., Limited, Winnipeg, the well-known wholesale hardware concern are asking for permission to increase the capital stock of the company from $1,000,000 to $2,000,000, by the issue of ten thousand new shares.

R. McKenzie, manager of the McLaughlin Motor Car Company, Winnipeg, reports an exceptionally good season in car sales. Mr. McKenzie has been in poor health recently but we are glad to note is now improving.

L. B. Downing, manager of the Cuthbert Co., Winnipeg, recently returned from a trip through Western Saskatchewan territory. He states that their Golden Age fanning mill is giving good satisfaction in the territory, wherever used.

J. R. Eagle, Dauphin, is selling out his garage and auto repair

business in that town. It is stated that the new owners will take over the business on January first, and the premises will be devoted to the manufacture of implements.

Carlyle & Hillis, automobile dealers at Eyebrow, have dissolved partnership. In the same town, Eves & Smith have discontinued their auto business. T. T. Turner, the implement and automobile dealer in this centre, has commenced a garage business in connection with his lines.

J. E. Lennox, the vetern traveller for D. Ackland & Son, Winnipeg, retired at the end of October after fifteen years in the service of that company. Mr. Lennox has gone west to Vancouver where he will reside. He is succeeded in South Manitoba territory by J. Fleming, formerly of Cypress River. O. W. Forsyth, formerly a traveller in North Manitoba, for the Ackland organization, has taken a position at the plant of Westwoods, Limited., Winnipeg.

Tractor Trials in England

The tractor trials promoted by the Royal Agricultural Society of England were held in Lincolnshire in the latter part of September. All types of tractors were demonstrated, varying from heavy steam plow outfits operated by cables to direct haul, internal combustion tractors.

Of the 46 machines entered, 38 entered the various competitions. These were divided into seven different classes. The land plowed varied from light loam to heavy clay. The following American and Canadian tractors took part in the trials:

Parrett, Hart-Parr, Wallis, Cletrac, Case, Chase, Twin City, Emerson, G-O, Samson, Fordson, Lauson. In all, 20 models from this side of the Atlantic were in operation. The International Harvester Co. withdrew their two entries from the contest owing to the fact that the society excluded American-made plows from use in the trials. In addition to plowing and cultivating the various tractors underwent belt brake tests, hill tests, hill plowing, road work and gradient haulage on roads. The awards in every class were: First prize, gold medal and $100; second prize, medal and $50. Following is the complete list of prize winners:

Class 1—Internal combustion traction engine, not exceeding 24 h.p., suitable for plowing furrows, 10 in. wide and 6 in. deep.

First prize—J. I. Case Threshing Machine Co. (Case).

Second prize—H. G. Burford & Co., Ltd. (Cleveland).

Class 2—Internal combustion direct traction engine not exceeding 30 h.p., suitable for plowing three furrows, 10 in. wide by 6 in. deep.

First prize—Ancona Motor Co., Ltd. (Wallis).

Second prize—Peter Brotherhood, Ltd. (Peterbro').

Class 3—Internal combustion direct traction engine over 30 h.p., suitable for plowing four furrows, 10 in. wide by 8 in. deep.

No award.

Class 4—Direct traction steam engine plant, suitable for plowing four furrows, 10 in. wide by 8 in. deep.

First prize — Mann's Steam Cart & Wagon Co., Ltd.

Class 5—Internal combustion double engine set, with wire rope haulage for plowing three or four furrows, 10 in. wide by 8 in. deep.

First prize—J. Fowler & Co. (Leeds), Ltd., Leeds.

Second prize—J. & H. McLaren, Ltd., Leeds.

Class 6—Double steam engine set, with wire rope haulage for plowing three or four furrows, 10 in. wide by 8 in. deep.

First prize—J. Fowler & Co., Ltd., Leeds.

Class 7—Self-propelled plow for plowing, not more than four furrows of not more than 10 in. wide by not more than 8 in. deep.

First prize—Crawley Agri-motor Co., Ltd. (Crawley).

Second prize—Motrac Engineering, Ltd. (Moline).

The Truck Market

A recent market analysis of the farm motor truck market in the States by the Goodyear Tire and Rubber Company reveals the interesting fact that 80,000 farmers down there are using motor trucks at present and that 800,000 farmers have considered buying a truck.

Demonstration—*not Type*—Sells Feed Grinders

Dealers! You can't expect profitable Feed Grinder business by following mail-order methods. Don't copy competition by showing the farmer a picture and some print. Have a grinder ON YOUR FLOOR. Belt it to a "Z" Engine and show what the Type "F" can do. A demonstration will mean dollars to you in increased sales.

Show Your Customers FAIRBANKS-MORSE Type "F" Low-Down Grinders

Five Sizes: 6, 7, 8, 10 and 12-inch Plates
Capacities: 15 to 125 Bushels per Hour

Show him its mechanical excellence. Demonstrate its exclusive selling points. Prove its remarkable capacity and the fine quality of work it does. Don't turn up the catalog. It's hard work selling from a picture. Be in a position to say, "Grinders? Sure. There's what you want—the Type 'F'—on the floor. Let's look it over."

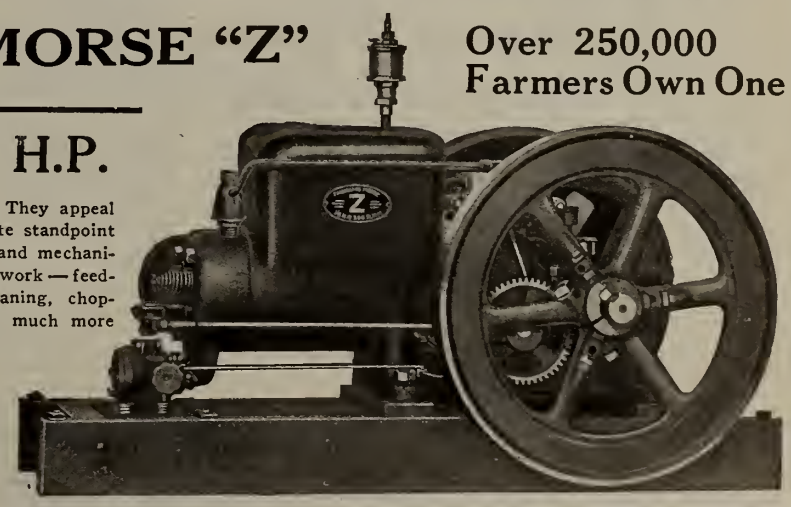
Type "F" Grinders have made good everywhere because they are made better. They have no equal for capacity, range of fineness, quality work and low power requirements. Enclosed flat, reversible plates are interchangeable, self-aligning, and ground to a razor edge. Ball thrust bearing reduces friction. Direct drive assures light draft. Extra set of plates supplied with every machine. Baggers furnished for all sizes. Don't wait for grinder business. Get it by showing the Type "F."

This Engine Established a New Standard—

FAIRBANKS-MORSE "Z" Farm Engines——

1½ H.P. 3 H.P. 6 H.P.

Over 250,000 Farmers Own One



Their superiority is acknowledged everywhere. They appeal to the modern business farmer from the definite standpoint of economy, efficiency, compactness, reliability and mechanical construction. A leader for all winter work—feed-grinding, pumping, lighting, sawing, grain-cleaning, chopping, etc. Sell the Type "Z" and you make much more than your first profit by selling other power machines.

You'll have no Slack Season handling these Fast Sellers

Our engines operate on kerosene, distillate, coal oil and other cheap fuels as well as gasoline. Throttle-governed. High tension magneto ignition; speed regulator; removable bushings; removable cylinder heads, etc. Ask for complete information. A sample for demonstration purposes will put new life in your engine business. GET THE AGENCY.

The Canadian Fairbanks-Morse Company, Limited

SASKATOON WINNIPEG CALGARY

Opening at REGINA shortly

Meeting the Farm Engine Demand

By C. J. Nelson, Secretary Treasurer of Nelson Bros. Co., Saginaw, Mich.

Internal combustion engines, usually spoken of as "gas" engines, have an important part to play in the everyday life of the Canadian farmer, which, in the long run, means the everyday life of us all. Accurate data is not yet available, but it is reasonably sure that new reports will show an increase in the flow of rural population to the cities. It is not the purpose of this article to analyze the reasons for this condition beyond the passing statement that a great deal remains to be done to make many of even the more prosperous farms as efficient, comfortable and attractive as they could be at comparatively small outlay. Take the matter of water supply, for instance. The writer, right off hand, can think of three farms all 300 acres or more, where they still depend on the uncertain windmill for their water supply. These are owner operated farms; they are equipped with automobiles, tractors, and two of them with electric lighting plants, and yet if the wind is light for two or three days, water for the houses and barns must be pumped and carried by hand. A small gas engine with a direct connected pump jack would pay for itself in short order, in saved wages alone.

An Unlimited Sales Field

Three single instances in a country of over two million farms is not very conclusive evidence of general conditions; but when three well-to-do farmers get along with such antiquated methods, with absolutely no reason for not having proper equipment except that the idea has not yet occurred to them, it begins to appear that someone whose job it is to help the idea to occur is taking a nap instead of hustling for business. These examples also serve to prepare us for the surprising statement that less than 20 per cent, or less than one in every five, Canadian farms are equipped with gas engines.

The Engine Lightens Labor

There are very few farms, indeed, that could not profitably employ a gas engine, many of them in fact could use two or more to advantage. We are not offering the gas engine as a panacea for all the ills of farm life, but we do know what a help, a blessing, it is in just exactly the kind of work that puts sixty-year-old-bodies on forty-year-old men and women; the drudgery that turns the faces of boys and girls towards the cities with bitter memories of childhood. In this article we will take up some of the things a gas engine will do for the busy farmer and his household, and consider a few of the more important points in buying an engine.

As an All-Round Helper

In these days of labor shortage, one man has more work to do and less time to do it in than ever before, and many farmers may well look to the gas engine for a great deal of help. As a rule, on farms that are tractor-equipped, gas engines are more popular for the lighter jobs, such as pumping water, grinding tools, running washing machines, churns, milking machines and the like where a tractor would mean too much waste power. The tractor is depended on for the heavier belt work. On these jobs, many of which are daily or frequent chores, the machines can all be arranged in a single or in adjoining rooms and run from a line shaft with the engine in a fixed position. A little planning to use space more economically would result in much better methods of handling those daily tasks so that the work would be finished sooner, better, cheaper, and with infinitely less labor.

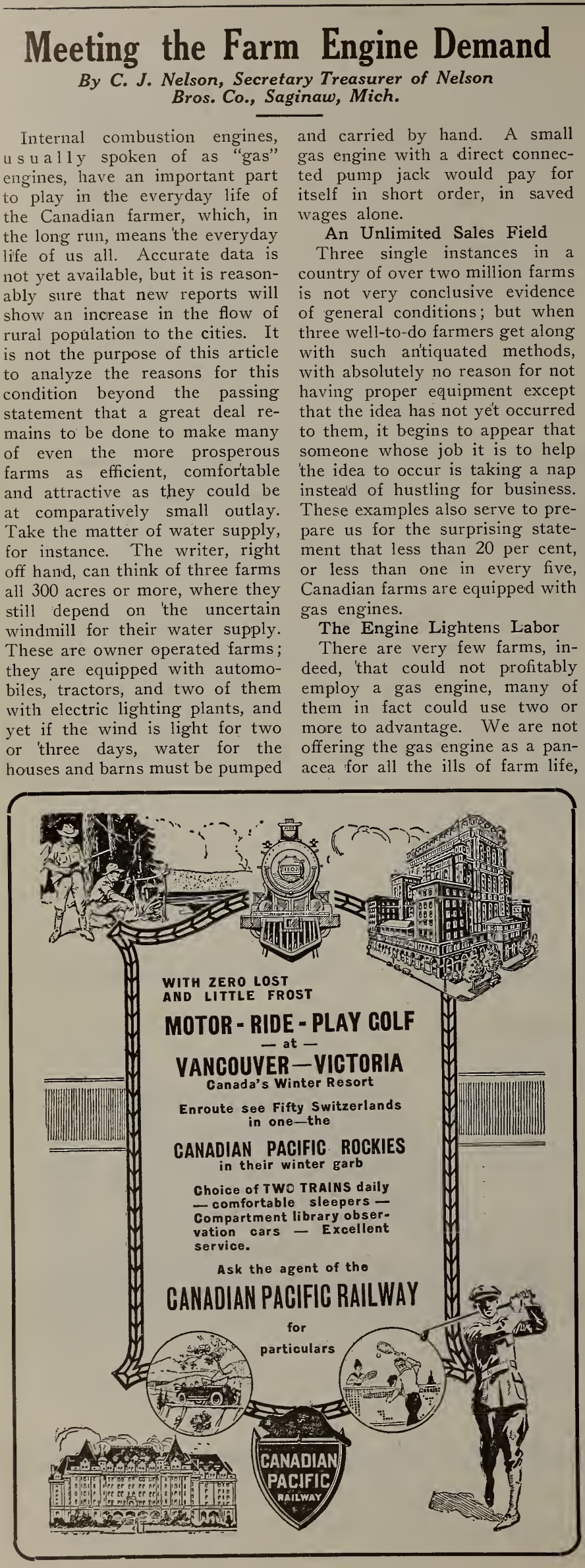
A small power repair shop with grinder, drill press and perhaps a small lathe would add an important time and labor-saving factor to the equipment of most farms. Having the right tools is frequently the means of keeping essential machinery in operation at critical times, and this little power repair shop will save many trips to town, and perhaps days of delay when hours mean dollars in crop values.

There are few seasons when a gas engine cannot be called upon to render some valuable assistance. Pumping water, of course, is an all-year-round job, as are washing clothes, milking, separating cream, churning. In the fall or spring, cleaning and grading seed; sawing up waste wood such as fallen trees and old lumber not fit to be used over; operating power winch for stacking or mowing hay away; running the elevator in harvesting time; husking, shredding, shelling corn; baling hay and straw; and so on through all the year, there is work for one size or another, and the gas engine will do the work well, for small cost, leaving the farmer more time for other work. It makes his day longer because it enables him to get more done in less time, and yet he is not so worn out at the end of it.

What the Farmer Wants

Dependability is the most important point to seek in the gas engine you represent as a dealer. In the early days of their development, there was perhaps some excuse for occasional poor performances, but with the strides that have been made in farm engine manufacture, a farmer can be fairly safe in his selection without having a great amount of technical knowledge of gas engines. He is not greatly concerned with the theoretical principle involved when his engine goes "dead" right in the middle of a big job. What he is thinking about is that Bill Jones, the dealer, sold him this engine, told him it was dependable and here it is kicking the bucket right when he needs it most. Which brings up another important point—the dealer.

From the standpoint of selling engines, the dealer has an immeasurable advantage over engine business done direct by large concerns. He can show the engine on his floor in operation, can belt up machines and turn a corner of his warehouse into a farm power house. The dealer knows engine values, and he has proven that dependability and reliability in the engine line he sells are the factors that increase his engine trade and the prestige inseparable from handling a good farm engine.


WITH ZERO LOST
AND LITTLE FROST
MOTOR - RIDE - PLAY GOLF
— at —
VANCOUVER—VICTORIA
Canada's Winter Resort
Enroute see Fifty Switzerlands in one—the
CANADIAN PACIFIC ROCKIES
in their winter garb
Choice of TWO TRAINS daily — comfortable sleepers — Compartment library observation cars — Excellent service.
Ask the agent of the
CANADIAN PACIFIC RAILWAY
for particulars
CANADIAN PACIFIC RAILWAY

International Raises Prices

A report states that advances of $100 each on the Titan 10-20 and I.H.C. 8-16 tractors have been announced by the International Harvester Co. Coincident is an increase of about 10 per cent in the prices of gas engines. The heavy increase in the cost of materials, iron especially, as compared with prices for materials used in the 1920 product is cited as the reason for the advance.

To Finance Motor Purchases

The Trades Finance Corporation, Ltd., has been incorporated at Winnipeg, with a capital of $3,000,000, of which half is in 8 per cent preferred shares and half in common stock. This company will act as an automobile finance corporation, extending credit to the dealer in, and buyer of, automobiles. The corporation is headed by A. D. Hudson, K.C., president. The directors include E. W. Kneeland, A. R. Davidson, R. T. Evans, Sir Douglas Cameron, G. McGavin, etc. W. W. Evans is managing director.

SAVE 50% ON FIRE INSURANCE

Retail Hardware Mutual Fire Ins. Co., Mpls.
Minnesota Implement Mutual Fire Ins. Co., Owatonna.
Hardware Dealers Mutual Fire Ins. Co., Wisconsin.

Being the three largest hardware and implement mutuals of the United States have been licensed in Canada and are doing business under the name below. Organized, not for profit but for the benefit of policy holders only.

Manitoba, Saskatchewan and Alberta hardware and implement dealers can now make the same savings on fire insurance that thousands of dealers in the United States are enjoying to-day.

Net Cash Surplus—Over	$1,750,000.00
On Deposit With Receiver General of Canada for Your Protection	$150,000.00
Insurance in Force—Over	$200,000,000.00

Operating under Dominion and Provincial Supervision

For full information regarding our Policies, write at once to

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Mgr.

802 Confederation Life Bldg., Winnipeg

C. W. ATHEY, Provincial Agent, 124 Seventh Ave. East, Calgary, Alta.
A. E. ATHEY, Provincial Agent, 1720 Broad St., Regina, Sask.

Hardware & Implements **50%** **SAVE** GARAGES **40%**

A Big Winter Money Maker

NELSON TANK HEATER

EVERY FARMER needs one. Stock fattens quicker and dairy herds produce more milk on warmed drinking water. In winter live stock usually get more dry feed than in the warmer months, and therefore need more water to moisten the food and facilitate digestion. Stock will not drink the water they should when the water is almost at freezing temperature—therefore, from the standpoint of feed economy and healthful condition of the animals, a Nelson Tank Heater is necessary farm equipment. Keeps water at 70 degrees. Burns straw, cobs, rubbish, wood or coal. Every one guaranteed. 150,000 satisfied users. Many superior selling features. Carry a good stock and prepare for a big season.

Address nearest branch of the

Metal Shingle & Siding Company, Ltd.

Winnipeg Saskatoon Calgary Preston Montreal and Toronto

HUDSON MFG. COMPANY - Minneapolis, Minn.

Get Trade with Westco Farm Sleighs

High Grade—Strongly Ironed—Perfectly Fitted—Finely Finished.

BUILT FOR SERVICE
They sell easily, and at a nice profit.

SHOES
2″ or 2½″
STEEL
or CAST

WOOD: Best quality oak throughout. Runners are bent, not sawn. Benches of proper proportion and plated for Start Pins. Tongue of straight grained oak with full size oak roller. Stakes tapered and shouldered, preventing breakage at Bolster.

IRON WORK: Steel or Cast Shoeing of full weight; standard size Raves; heavy braces and bolts.

WORKMANSHIP: The entire sleigh is well built, fitted and finished. Painted, varnished and striped.

RUNNERS
2″x6″x7 ft.
and
2½″x6″x7 ft.

HANDLE "WESTO" CUTTER GEARS

RUNNERS — 1¼ x ⅞-in., with ⅜ x ⅞ Steel Shoeing.

KNEES — 1¼-in. square. Bent and reinforced with 3-16 x ⅞ steel braces.

TRACK—3-ft. 2-in.. Length, over-all 6-ft. Width between Raves 28 inches. Height, 18 inches. Weight, 50 lbs.

Selected Hickory Wood Stock—Painted, Striped and Varnished.

We show the gear "set-up" ready for use. Shipped "knocked down" giving lower freight charges. Turns any buggy body into a cutter in a few minutes. Supplied with shifting bar to take shafts or pole.

Dealers: Order Your Stock Now.

D. ACKLAND & SON, LIMITED, WINNIPEG, MAN.

There's Money in the Mulch

By H. R. Eade.

The "Mulcher type" pulverizer and roller, whether for use behind the plow or independently has come to stay on Canadian farms. Why its merits as a "Star" seller have been overlooked by many implement dealers it is hard to say, and it is still harder to suggest a reason why our Western farmers have been so slow in the adoption of it. It has been in general use in the United States for years, particularly in the dry areas, and is generally approved by experts such as Mr. Campbell, as an implement of first-rate importance to cope with drought and drifting soil.

The inertia of the Canadian farmer in this respect must have cost him millions in lower yields. When we read such staggering facts as 150,000 acres of grain blown out in Alberta alone, during the past season—and land sown as often as three times—and then a failure—it is difficult to comprehend why the use of this implement is not universal in dry areas where it will positively counteract drought by conserving moisture.

The only reason that can be offered is that the ordinary land packer, particularly the surface type, was not adapted to most areas in Western Canada, but in spite of this was sold in great quantities, with the natural result that farmers are now prejudiced against packers in general.

That is entirely because they do not know the radical difference between the ordinary surface packer and the "Mulcher" type in principle or in practice. They are as different in principle and operation as chalk and cheese.

The dealer, therefore, must overcome this existing condition by carefully educating the user to the value of the hard and level seed bed and the mulch. Most farmers who have faced severe losses through dry land will easily be converted if the proper facts are given and a trade amongst such farmers will be easily developed. Amongst the more fortunate farmers whose land is not subject to dryness the process of conversion may be slower but five to ten bushels per acre in additional yield through the introduction of the proper seed bed covered by a suitable mulch by the "Mulcher" type packer is too good a bait for them not to bite in due time, when, too, it is recognised that the use of the mulcher type packer also ensures an early crop and removes the hazard of lateness. Then the farmer will not only become converted but will remain so.

So simple a machine, once sold, stays sold and costs much less to sell and demonstrate than most farm implements, and by the real earnings it can quickly show, when used properly, so that it becomes its own advertiser. The "Mulcher" type pulverizer and roller was invented some years ago by an American farmer of life long experience, one who has made an intensive study of the dry land problem and the question of scientific soil preparation.

Its sale in the United States, particularly in the dry areas, has reached tremendous proportions, many dealers buying as many as five hundred machines for sale in their locality.

The real "Mulcher" type pulverizer and roller is built for use behind the plow and independently. It can always be distinguished by the alternate roller wheels and toothed mulcher wheels rotating on a common axle.

Behind the plow of 2 and 3 bottoms it works ideally. It will roll without clogging wherever a plow will plow effectively, and in conjunction with the plow will pulverize the soil, roll a hard seed bed and form over the top of it a granulated mulch or rigid surface of loose but not dusty soil, if done at the proper time, namely, whilst the soil is in moist condition. Subsequent drought and wind will not then cause soil so prepared to drift, and the moisture is preserved within the soil through lesser evaporation.

Independably from the plow, the large sectional packer, usually 15 feet wide, and drawn by either tractor or four horses, fulfils the same functions as the plow packer, that is the pulverizing of the soil and the formation of a perfect seed bed and mulch, and besides can in crusty soil be used to disintegrate these crusts after germination of the seed—a very important matter as every farmer knows.

The outer wings of the sectional packer are made so that they can be used independently behind the plow, and the manufacturers are now supplying with the sectional packers an extra in the shape of a special draw chain and spacer for this purpose. This gives the purchaser of a sectional outfit equipment at the same time for his plow.

Dust has a disastrous effect on bearings made of metal and most rollers have, or should have, maple bearings. They are the only woodwork about the modern machine, wear a long time and can be most easily replaced.

The user of the "Mulcher" type machine has been conclusively proven to increase the yield at least five bushels to the acre—to eliminate to a very large extent drought and drifting soil when used properly, and to shorten the harvest by about ten days.

These advantages are so great that this implement is here to stay and it will pay dealers and help the farmer if they get acquainted with it.

Canada Imported Big Twine Tonnage

Recent customs returns emphasize the size of the late demand for binder twine in Canada this year. The August shipments of twine from the United States were 8,226,856 pounds, valued at $1,287,231, compared with only 522,564 pounds, valued at $100,-041, in August, 1919. In the two months of July and August this year the exports of Binder Twine by the United States to Canada amounted to 25,086,874 pounds, compared with 3,782,722 pounds in the same two months of 1919. Since January 1 (up to August 31), exports of Binder Twine to Canada have aggregated 35,284,-516 pounds, valued at $5,486,627, against 12,470,179 pounds, valued at $2,864,910, in the same period of 1919, and 18,225,732 pounds, valued at $4,459,811 in the corresponding period of 1918.

Cheer up! The less you have, the more there is to get.

Automatic Grain Pickler

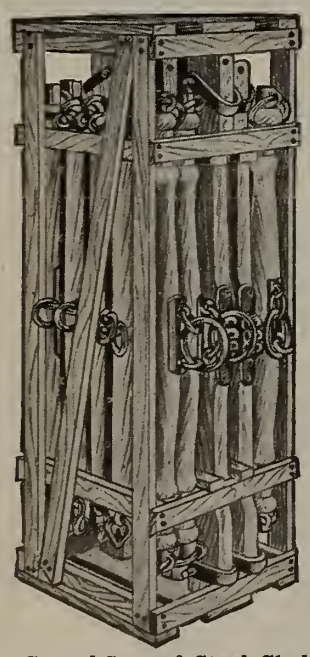
—REDUCED TO $6.75—

Made by Currie Manufacturing Co., Brandon, but furnished with metal pail instead of wooden one.

We are discontinuing all implements, and to move these immediately are offering at far below cost price to us. Single lots, $6.75; or lots of six or more, $6.00 each.

TERMS, CASH—F.O.B. MOOSE JAW

Canadian Specialty Co., Moose Jaw



Crated Sets of Steel-Clad Wagon Singletrees, Eveners and Neckyokes

It's a Question of Policy

IN the merchandising of wood goods to-day, success by the dealer should be sought on a different basis.

For many manufacturers, the big question about wood goods in the past was: "How to make them cheap enough."

To-day the question is: "How to make wagon and implement woods GOOD ENOUGH."

Since ever we started in business, over eight years ago, this company has pinned its faith to quality. First, quality of materials—the best grades of selected, straight-grained hardwoods. Second, perfection of manufacture and excellence of finish. The enormous growth of our business proves that the farmer wants Quality in wood goods. He is tired of inferior stock and breakages—at any price.

Gregg Woods Sell Faster Because They Serve Longer

Quality Stock, Greater Strength, Better Value

We manufacture a full line of Eveners, Neckyokes, Singletrees and Doubletrees for both wagons and implements, also crated sets of steel-clad goods, as shown. Hitches for any haulage combination—horses or tractor. A full line of wagon hardware and malleables. Show a Gregg set on your wall; it pays.

ASK YOUR JOBBER—HE CAN SUPPLY YOU

Gregg Manufacturing Co. Ltd.

WINNIPEG - MAN.

Ontario Dealers Form Association

A meeting of implement dealers was held in the King Edward Hotel, Toronto, on October 15, the object being to form a provincial association of implement retailers in Ontario. A good attendance was on hand, and the Ontario Implement Dealers Association started with a membership of fifty.

The following were elected officers of the association:

President—Llewelyn Hall, of Hall Bros., St. Catharines.

Vice President—E. C. Hanson, Bothwell.

Sec'y-Treas.—Allan D. Gow, Toronto.

Directors—J. M. Clow, Kingston; D. H. Elliott, Comber; C. W. McKinley, Midland; Geo. J. Lawson, Stouffville; J. V. Dent, Bothwell; James Abbey, Caledonia; Geo. W. Smith, Toronto.

President Hall, in an address, gave figures showing the overhead in his business. He contended that the present commission allowed dealers was not sufficient to cover the increased cost of doing business. He suggested many ways in which their association could be of service to the implement dealers throughout the province and scored the policy of firms appointing "farmer-agents" in Ontario territory.

E. C. Hanson, vice-president, also spoke on the good work that could be accomplished through co-operation among the implement dealers in Ontario. He contended that a large membership was essential to their success. Several of the members also addressed the meeting. Following the adjournment a directors' meeting was held to make arrangements for carrying on the business of the association.

Thresher Concern Opens Downtown Office

The Robt. Bell Engine and Thresher Co., Whyte Ave., Winnipeg, have secured office and display space in the Board of Trade Bldg., Main St. South, Winnipeg. The company will display one of their Imperial tractors.

You're Losing Money—if you Don't Handle EMERSON WILD OAT SEPARATORS

Thousands of these machines have been sold to Flour Mills, because they do PERFECT WORK

No other machine equals the Emerson in design or efficiency. No other machine takes every kernel of wild or tame oats out of wheat or rye—and saves all the wheat. A demonstration will convince any farmer. Guaranteed to make an absolutely perfect separation.

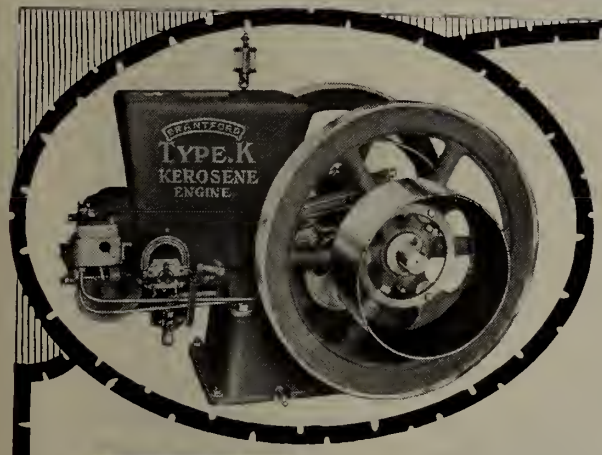
Two Sizes—3 and 6-Shoe

The greatest money maker and saver your customers can own. It gives them perfectly clean wheat for market use, saving dockage, and assures seed wheat absolutely free of oats for next season. The Emerson is a real profit builder for both farmer and dealer.

One on the Floor will Sell a Score

EMERSON MANUFACTURING COMPANY, LIMITED

1425 WHYTE AVE. - WINNIPEG, MAN.



The Dealer with the "G.S.M." line of Farm Machinery has "Real Service" to Offer the Farmer

—and farmers throughout the West know the excellent worth of "G.S.M." machinery, and their appreciation for the service it renders, is evidenced in repeat orders, new business, and many enquiries from probable purchasers. This means increased sales and more profit for the dealers. We have an attractive dealer sales plan that we will be glad to discuss with responsible persons from districts where not represented.

If you are seeking an agency for a line that "Sells and pays good profits," write to us.

Brantford Type "K" Kerosene Engines

Made in three sizes—2-4-7 h.p.

are guaranteed to develop excess horse-power and to positively not overheat, running to full capacity all day, burning kerosene. The Brantford is a remarkable fuel saver—has few working parts. Fuel tank is in engine base, magneto ignition, accurate governor and speed changing device. They are reasonably priced, with attractive discounts to dealers.

"Maple Leaf" Grain Grinders

You can sell them easily. They have been known and preferred by users for over 20 years. They contain many exclusive points of real merit which are protected by patents. Specially designed, extra strong, and well built, allowing high speed and largely increased output. Made in sizes 6 to 15-inch.

Our Agency Offer Will Interest You

The "Ideal" Double Geared Pumping Windmill

—the simplest double-geared windmill made. Its roller and ball bearings insure running in lighter breeze and minimum amount of lubrication. Many "Ideal" Windmills are giving perfect satisfaction after 15 years' continuous service. The "Ideal" double-braced and double-girted tower is the strongest windmill tower made. Never blows down if properly erected. We furnish capable windmill experts to install complete outfits, if required.

The Beaver—the Tractor with the Power that Pulls

Two sizes—12-24 h.p. and 15-30 h.p.

Dealers selling Beaver tractors are laying a sound foundation for future business because every "Beaver" sold creates goodwill. The Beaver requires few service demands—your net profits are greater. They develop great surplus power on kerosene. Seven-speed Friction Transmission does away with gear troubles and gives a flexible speed range for every job—belt or haulage.

11

Goold Shapley & Muir Co. Limited

Distributing Warehouses: Portage la Prairie, Calgary, Edmonton, Saskatoon

Factory—Brantford Western Head Office—Regina

Implement Prices and Duties

In a statement submitted at Winnipeg to the commission conducting an inquiry into the Canadian customs tariff, Thomas Findley, president of the Massey-Harris Company, stated that that organization have never, in over thirty years foreign trade, sold machines in foreign countries at so low prices as in Canada. Mr. Findley said in part:—

"During the war the British Government treated implements as munitions of war and furnished transport from Canada to England. For this they demanded the right to control the retail prices at which implements thus transported should be sold to British farmers. In 1918, the last year of the war, this controlled price, fixed by the British Government, was as follows:—

"Five-foot binder, with transport truck, $301.73. During that year the same implement sold to the farmers of Ontario for $212.00; to the Manitoba farmer for $220.50. The British controlled price for a 5-foot mower was $107.07, as compared with a cost to the Ontario farmer of $81.00 and to the Manitoba farmer of $84.00.

"The French Government also controlled prices of implements, and their price in 1918 (expressed in the Canadian equivalent to francs) for a 5-foot binder, without transport truck, was $450.00, and for a 4½-foot mower, with dropper attachment, $200.00; for an 8-foot dump rake, $100.00.

Comparisons in Price

"The relative costs of implements to the grain growers in United States and Canada have been grossly misrepresented. The grain grower is interested only in the retail price. Nevertheless, nearly all the comparisons made in the past contrast the Minneapolis wholesale prices with Winnipeg wholesale prices. To realize the situation it is necessary to understand the difference between the Canadian and United States practice in the sale of machines. In Canada we sell every dollar's worth of our goods direct to the consumer through the medium of a commission agent. We fix the retail prices, which are uniform over large zones, and vary simply to the extent of the difference in freight rate from one zone to another. Our goods are delivered free of charge at the customer's nearest station.

"In the United States by far the largest percentage of the business is done through dealers who buy their goods from the manufacturers and who fix their own retail prices. Such prices vary in accordance with the dealer's judgment as to what is a fair margin for expense and profit, so that many different retail prices will be found in the same state. Secondly, their sales are made based, to quite a large extent, on the price at their distributing centres, the customer paying local freight.

The Average Life of Binders

"By means of an investigation made through five of our Western branch houses, we find the average life of a binder in Western Canada to be 8½ years, and the average number of acres cut yearly 175.

"In 1915 the initial cost of a binder was $170.00. Spare parts during its average lifetime cost $64.70. This gives a total of $234.70, less the value of the discarded machine, say $22.50, or a net cost of $212.20.

"In 1919 the first cost of the binder had risen to $267.00, or a total cost, with the other items considered, of $309.20, making the average cost of the binder in 1915 14 3-10 cents per acre per annum, and in 1919, 20 9-10 cents per acre, or about one cent per bushel for the average of wheat and coarse grains.

"The duty on a binder in 1915 was $17.50, which equals 1 1-10 cents per acre per annum. In 1919 the duty was $25.00, 1 7-10 cents per acre."

With Samson Tractor Company

C. E. MacTavish has been appointed sales manager of the Samson Tractor Company, Canada, with headquarters at Oshawa, Ont. Mr. MacTavish was formerly sales manager for the Chevrolet Motor Co., at Regina, and was for many years in charge of a branch of the Cockshuttt Plow Co. He visited Regina recently, opening the Regina branch of the Samson organization.

Mr. Glover has been appointed manager of the Regina branch of the Samson Tractor Company. He was for some time with the Massey-Harris Company at Regina, and has been for ten years with the Cockshutt Plow Company in the west. For the past six years he has been branch manager at Calgary.

Retail Association Preparing Uniform Contract

The implement trade section of the Saskatchewan branch, Retail Merchants' Association, is arranging for the preparation of a contract which will serve between retail implement dealers and manufacturers and wholesalers in implement lines. P. M. Anderson, K.C., of Regina, has been asked to draft the uniform contract.

The association hope that before long they will have the contract in shape so that they will be in a position to present the same to the Provincial Government. It will be remembered that the association have already asked the Government to enact legislation which will make the contract uniform as between the retail dealer and the purchaser and the dealer and the manufacturer or wholesaler.

In connection with the matter, the Saskatchewan Association says:

DEALERS
AND
FARMERS WANTED

To Invest in a good Manufacturing Company that guarantees dividends of 8% per Annum.

Shares, $1,000 each

Apply to BOX 4
Canadian Farm Implements
812 Confederation Life Bldg.
WINNIPEG, MAN.

PUMPS
AND
Clothes Reels

Made in the best equipped factory in Canada.
We make and handle pumps for all kinds of work.
We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

Sell "REX" CUTTERS
(Formerly McLaughlin)

The No. 34 is Canada's foremost cutter. Built to give years of service. Handsomely finished and upholstered. Get a sample on your floor—now.

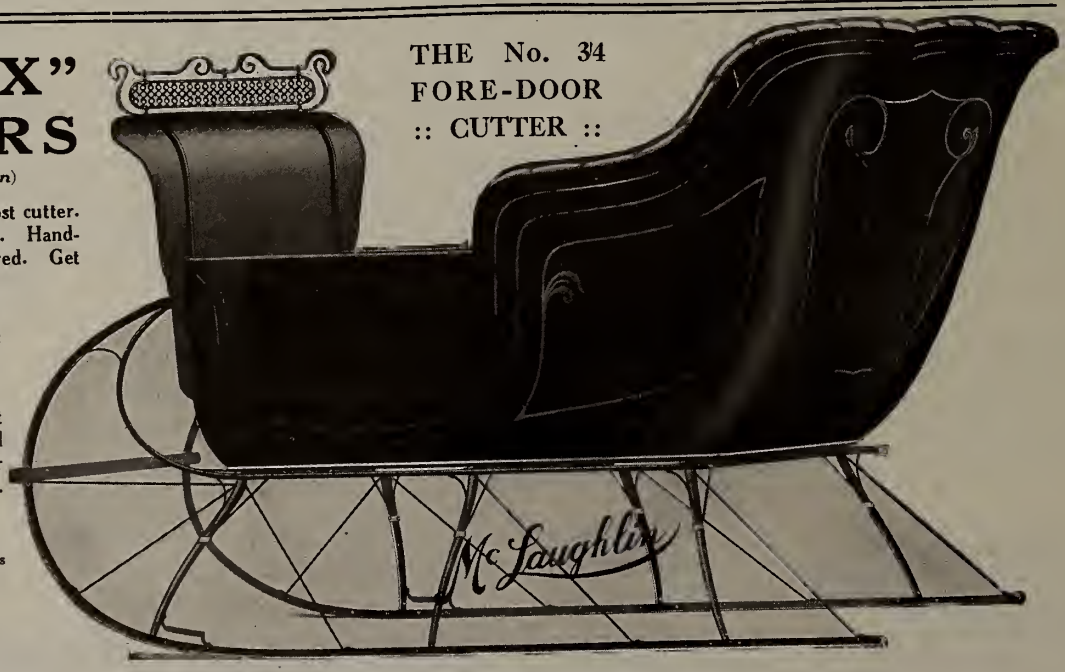
Canada Carriage Cutters

A complete line of cutters that run easy, ride easy and sell with little effort. Ask us for prices and liberal agency offer.

WE HANDLE:
PEERLESS Automobile Trailers
The "FOX" Automatic Grain Picklers
BRISCOE CARS
Touring and Roadster
'TILLSOIL" TRACTORS
18-30 Horsepower

ASK FOR LITERATURE

THE No. 34
FORE-DOOR
:: CUTTER ::



DEALERS: We advise you to prepare now for cutter business so that you may ensure delivery. Our lines will get you the business. Get in touch with us.

McDonald & McKinnon
156 Princess Street - - - Winnipeg

"In drawing up this contract, the provisions of the 'Farm Implement Act' must be kept in view, and the finished product must be as fair to one as to the other, if we are to get action from the Government. There is no doubt but that the wholesalers and manufacturers will fight this all the way, but by every individual dealer getting behind the Association, we should be able to get it through.

"The manufacturers and jobbers have an organization, and it can be truthfully said that there is not one of them who is not a member, and more than that, they have a fund to fight any legislation that does not legislate something in their favor."

New York Street Cleaning Department Order Tractors

During the month of February, 1920, traffic tie-ups due to unexpected blizzards cost the merchants of New York City sixty million dollars, and the city itself five and one-half million dollars for emergency snow-removal work. Although the Department of Street Cleaning did everything that could be expected of them, their equipment was inadequate to handle the situation. Horse-drawn snow plows and motor trucks were powerless in the deep drifts. None of the equipment of the Department was able to handle the heavy fall and packed snow, except a few small tank type tractors which were voluntarily offered for the work. These tractors were found equal to the task.

Following the tie-ups in New York, a snow removal committee was appointed. This committee conducted a series of tests and decided that the track-laying type of tractor was the only type able to handle the snow under blizzard conditions. The committee accordingly decided on the purchase of one hundred small tank-type tractors, fifty large crawler type tractors, and a big fleet of trucks with dump bodies, together with the necessary push plows, for the tractors. The order for one hundred small tank-type tractors was awarded to The Cleveland Tractor Company, of Cleveland, Ohio, which firm will supply standard Cletracs equipped with winter tracks, a covered cab, a two-man seat, storm curtains and sirens. These tractors will be painted the characteristic buff and red of the New York Street Cleaning and Fire Departments. They will be delivered in December.

Last winter during the blizzard which not only tied up New York but many other cities the Cletrac had many opportunities to prove its ability to keep roads and streets clear when all ordinary methods failed.

Avery One-Row Motor Cultivators

The Avery Company, Peoria, Ill., are now announcing a new model motor cultivator, a four-cylinder one-row job that is so close to what the one-horse cultivator stands for that the farmer should feel at home with it.

The cultivator proper is of the regular horse drawn cultivator type, even keeping the swinging handles which are on either side of the seat. It is equipped with 2 two-shovel gangs in either pin-brake or spring trip style with either round sleeve or slotted shanks. Special attachments are necessary for listed corn. In this case, regular lister gangs along with extension rims on the rear wheels are used. Special equipment can also be secured for the planting or cultivating of many kinds of row crops including peas, beans, beets, potatoes, etc.

The new cultivator is a four-wheel machine, the two rear wheels drivers and the front wheels straddling the row. It is built in one size only. The four-cylinder motor is mounted lengthwise of the main channel frame, the power being transmitted through a multiple disc clutch, a three-speed sliding gear transmission, bevel pinion differential and spur pinions and gears to the rear wheels.

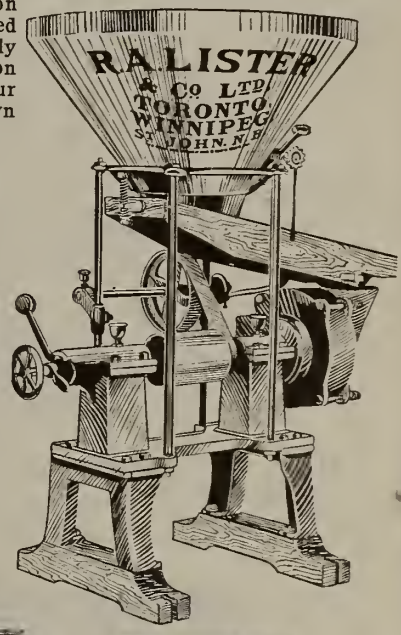
The four-cylinder motor is 3x4 inch stroke, L-head type. The entire cylinder block is water jacketed. K-W ignition is used, the motor using kerosene as fuel. The width of this cultivator is 49 inches to take care of 40 to 44-inch rows. The length over all is 148 inches, with a 30-inch clearance. A belt pulley can be fitted to the jack shaft for pumping water, grinding feed, etc.

Sell Lister-Bruston Automatic Electric Lighting Plants

Adapted to farm or town use. A big sales opportunity for dealers. Made in 14 sizes. Capacities from 60 to 1,500 lights. A size to sell for every demand—farms, town homes, churches, schools, halls, municipal use, etc. Driven by the famous single, twin and four cyl. Lister slow-speed engines. Direct connected to protected dynamo. Electric throttling governor. Simple; easy to operate. Send for descriptive literature on this line.

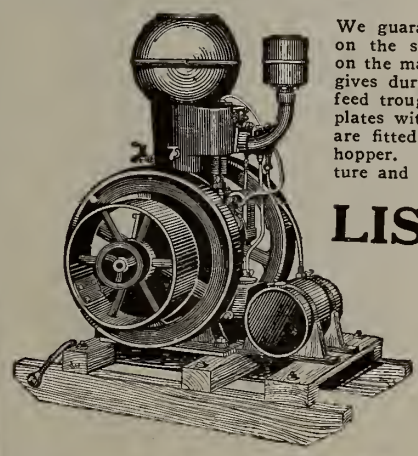
Lister Storage Battery Lighting Plants

Here is a line you can find a good demand for in your territory. Simple in design. Easily operated. Battery, generator and switchboard assembled on one base. No complicated mechanism. We can supply a lighting plant combination for any requirement. Your customers can use their own engine.



Lister Grain Grinders Get the Trade

Five Sizes : 6 to 12-inch Plates. Large Capacity



We guarantee Lister Grain Grinders to grind more feed on the same power than any grinder of the same size on the market. Heavy steel shaft with extra long bearings gives durability and rigidity. Ball thrust bearing. Large feed trough; ample screening capacity. Strong, reversible plates with worm force feed. Sand screen. All machines are fitted with bagger pulley. Special feed regulator on hopper. Sold with or without base. Get dealers' literature and prices.

LISTER ENGINES

2, 3, 5, 7 and 9 H.P.

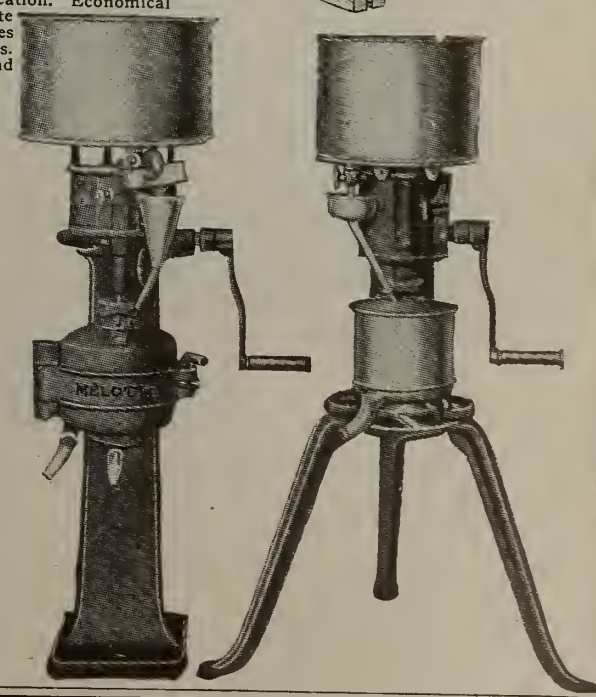
British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition — no batteries. Automatic lubrication. Economical to run. Shipped complete with skids. Lister engines are what the farmer wants. Sell them this winter and make money.

Melotte Cream Separators

12 Sizes: Capacities, 280 to 1,300 Lbs.

The world-famous Melotte Cream Separator is back on the market. We can make immediate delivery of all sizes. The Melotte bowl is self-balancing and frictionless—the only ball-bearing bowl. It hangs from a single bearing. Gearing is square cut, all enclosed and runs on ball bearings in an oil bath. No worm wheels. Easily cleaned; unequalled skimming efficiency.

Our Line Includes:—"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, "Melotte" and "Lister-Premier" Cream Separators, Milking Machines, Churns, Ensilage Cutters, Silos, Sawing Outfits, Pumps, Pump Jacks, Power Pumping Outfits, etc.



R. A. LISTER & Co.

(Canada) Limited

Winnipeg, Man. Toronto, Ont.

Presentation to E. A. Mott by Western Branches

On Saturday, October 30th, a pleasing ceremony took place in the Winnipeg offices of the Cockshutt Plow Company, when J. P. Minhinnick, on behalf of the Western Canadian branches of the company, at Winnipeg, Regina, Saskatoon, Calgary and Edmonton, presented Mr. E. A. Mott, vice-president and western general manager of the company with a token of the appreciation in which he is held by the western branches.

The presentation, which was on the occasion of Mr. Mott's departure for Brantford, Ont., took the form of an illuminated address, and a silver mounted suitcase. The address was a most attractive production, the work being done by Bulman Bros. Mr. Minhinnick in making the presentation referred to the development of the company's western business under the supervision of Mr. Mott, expressing the good wishes of the staff members of the western branches on his transference to an important post at the Brantford head office. Every individual in the organization wished Mr. Mott continued success in the onerous position which he now occupies at the head office.

Mr. Mott suitably replied, thanking the staffs of the western branches for their whole-hearted co-operation since the inception of their first western branch some twenty-eight years ago. Mr. Mott has gone east to Brantford to reside, but will visit the West regularly. He hopes to be back for a trip in the West before the end of the year.

Macdonald Thresher Co. Opens Factory Branch

The Macdonald Thresher Co., Stratford, Ont., whose products have for years been well and favorably known to the trade in Western Canada, have opened a factory sales branch in the Chambers of Commerce, Winnipeg.

John Herron, for many years identified with the Macdonald Thresher Co., has been appointed manager of the branch. The Winnipeg organization will handle the full line of separators as produced by the Macdonald company, varying in size from 20x42 to 36x60. They will also distribute the Macdonald 16-32 h.p. tractor as manufactured at Stratford. Following his long connection with the Macdonald Thresher Co., Mr. Herron should secure very satisfactory business for the company in Western Canada, where in recent years the Macdonald lines have been placed through jobbing connections.

Deere Travellers Meet

The first week in November the travelers of the Winnipeg branch of the John Deere Plow Co. met for their annual conference at the offices of the company on Princess St., Winnipeg. The travelers, along with D. Drehmer, manager, went very fully into the trade outlook and future possibilities. The past season has been a most satisfactory one, a large and increasing demand for Deere lines being evident.

Lister Manager in West

W. J. Ellis, manager of the Toronto headquarters of the R. A. Lister Co. (Canada) Ltd., recently spent a week at the Winnipeg branch of the company. Mr. Ellis reports business very good and that large shipments of the many lines manufactured by the Lister Co. are being received from the factories in Dursley, England.

On November first a meeting of the Lister western sales force was held at the Winnipeg office. The following salesmen were present: Messrs. A. E. Drennan, J. F. Babb, S. M. Rife, E. S. Poulton and Charles Furney.

In analysing future trade prospects, Manager D. N. Jamieson and the salesmen went fully into all points in connection with the business outlook.

A word to wives is sufficient.

Around the Factories

Net profits of the Russell Motor Car Company Ltd., of Toronto, for the past year, were $339,457, a decrease of $118,425 compared with the previous year's figures.

The charter of the Tudhope Carriage Co. Ltd., Orillia, Ont., has been surendered and the corporation dissolved.

The National Farming Machinery Co., Montmagny, Que., has been preparing plans to manufacture all lines of farming implements and machinery and to increase its capacity has been making extensive improvements and additions to its plant. One of the features is the erection of a commercial rolling mill for the production of various grades of material used in the manufacture of farm machinery.

G.M.C. Build New Cars

The Sheridan Motor Co., Muncie, Ind., a subsidiary of the General Motors' Corp., have completed a modern automobile factory in which they will produce a new car called the "Sheridan". This will be made in a four-cylinder and eight-cylinder chassis.

The new General Motors factory is expected to produce 10,000 four-cylinder and 3,500 eight-cylinder automobiles before July 31, 1921.

Ford Did Big Business

The Ford Motor Co. of Canada, in the year ending July 31, had profits equivalent to 67 per cent of the $7,000,000 capital stock. G. M. McGregor, general manager, reports that the net profits for the year were $4,696,243, after deduction of $968,590 in business profits, taxes and all other expenses.

Dividends paid amounted to $1,750,000, leaving surplus on July 31 last at $8,216,305, as compared with $5,270,061 at July 31, 1919.

The showing is made on a production of 55,616 cars, exclusive of tractors.

The "Bulldog" Breed of Fanning Mills Bites off Bigger Grain Profits

A machine that increases the farmer's profits is a machine it pays the dealer to handle. Bull Dog Mills assure clean grain and top prices—conserving all dockage for feed. And no fanning mill made does better work on seed grain. Our Force Feed Roller and Weed Screen Sieve are the last word in grain cleaning efficiency. There is a Bull Dog to suit any size farm. Prompt delivery of all sizes guaranteed. Sieve widths, 24, 32, 40, 48 and 64 inches. Let's tell you about our mill.

Five Sizes: Capacities 25 to 150 Bushels per hour

Send Your Orders

The New Improved 40-Inch BULLDOG with Power Attachment and Wagon Box Elevator

Get the Agency

Now is the time to place your requirements. Bull Dog Mills get—and hold—the Business

Specialists in Grain Cleaning and Grading Machinery

THE TWIN CITY SEPARATOR CO. Ltd.

QUELCH STREET : : WINNIPEG, MAN.

Address all correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

Mr. DEALER

The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.

BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Engine and Pump Company Produce Complete Line

A scrutiny of the pamphlets and catalogs issued by the Ontario Wind Engine and Pump Co. will give the man interested in modern farm equipment some idea of the great variety of lines which are manufactured by this well-known concern. The company have Western Canadian branches at Winnipeg, Regina and Calgary, from which point they can supply the requirements of the dealer on the shortest notice.

Some of their recent literature covers the complete Toronto line of Grinders and Saws, a line in big demand at this season. Toronto grinders are made in a wide range of sizes, and the construction of these machines is clearly described and illustrated. Toronto litter carriers are another line which should be of particular interest to the western dealer. In a folder the strong selling features of this line are emphasized. With the steadily increasing demand for modern water supply equipment, the Toronto line of pneumatic water systems show a great sales field for the progressive dealer. These systems are adaptable for both farm and town home use. Toronto engines are a line that has been in use for years, the range of sizes giving the dealer a wide opportunity for increased business. The complete Toronto line includes: Windmills, windmill towers, stable equipment, steel saw frames, silos, steel and wood tanks, pneumatic water systems, wood and iron pumps, pump jacks, litter carriers, ensilage cutters, feed and water troughs, feed grinders and well drills. Full particulars on any of the lines may be had from the nearest branch.

A Complete Magneto Line

The Eisemann Magneto Corporation, 32, 33rd St. Brooklyn, N.Y., produces a singularly complete variety of magnetos for taking care of the ignition of all classes of engine, from the smallest to the modern six cylinder type. It is axiomatic that the magneto is the only dependable self-contained unit which produces high tension sparks for ignition—independent of battery or coil. The manufacturers of Eisemann magnetos state that their equipment gives ignition and lighting satisfaction from a simple, compact, waterproof instrument which is actually interchangeable with any standard magneto. The Eisemann magneto-generator is, in reality, two separate machines in one. Its weight is only 24 lbs. The generator unit merely sits on top of the magneto and is driven from the main shaft of the latter through a chain of gears. All rotating members are carried on ball-bearings of the highest grade obtainable. The Eisemann Magneto-Generator possesses an exclusive and valuable feature in that the generator unit may be entirely removed without interfering, in the slightest degree, with the continued operation of the magneto unit. This means, of course, that should the generator need any attention requiring its removal, the car or truck can continue to give uninterrupted service. Moreover, this removal or replacement of the generator part can be accomplished with the simplest of tools in a few moments, and can preferably be done right on the motor, without disturbing the magneto or its drive.

The Eisemann Magneto Corporation have a complete series of descriptive booklets covering the different types of magnetos they manufacture. These should be useful for the dealer in tractors, trucks, autos and engines, as complete installation and maintenance instructions are given. We understand that the company will forward them to interested dealers.

Cook With Cletrac

The Cleveland Tractor Co., Cleveland, Ohio, announces the appointment of Junius F. Cook as a member of its staff. Mr. Cook, who will shortly leave for South America on a business trip in the interest of the Cletrac people, was U. S. farm equipment administrator from May, 1918, until after the armistice. He was placed in charge of the implement control section of the U. S.

Make the Winter Months Profitable

MAX TANK HEATERS

A line that sells readily. MAX Tank Heaters are made of the best quality, heavy sheet steel, with welded joints, making a solid one-piece body. Exceptionally large submerged radiation surface. Almost anything that will burn makes good fuel for the MAX heater. Suitable for wood, steel or concrete tanks of any size.

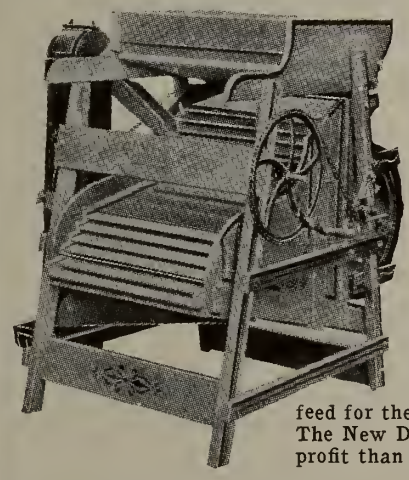
Heavy Cast Top—Self-Dumping Grate—Smoke pipe has spark arrester—Cleanest to handle—Heats water very quickly—Draught easily regulated—Built to last a lifetime.

A SAMPLE ON YOUR FLOOR WILL HELP SALES

WRITE TO-DAY FOR PRICES AND PARTICULARS

Western Steel Products Limited

WINNIPEG Man. | REGINA Sask. | CALGARY Alta. | EDMONTON Alta.



New Dual Cleaner and Separator

The Latest and Greatest Invention—has no Equal

At present values every farmer should clean his grain for market. The New Dual Combined Cleaner and Separator reduces heaviest mixtures in one run at a rate that would require two ordinary mills. Its double gangs and cut-off system make it the most valuable fanning mill the farmer can own. The Dual is the only cleaner re-cleaning the grain, cleaning and separating twice as fast as the best fanning mill of the same size ever made.

Immense Capacity—Better Work in Less Time

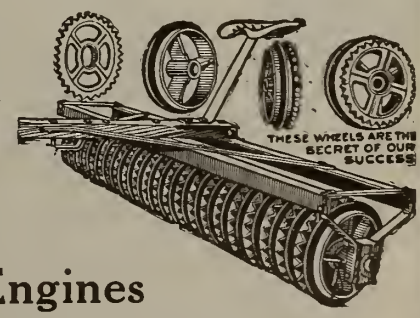
The New Dual will separate and clean any kind of mixture of wheat and oats, either tame or wild, separates barley and oats, either tame or wild, rye and oats; takes barley out of wheat, etc. The standard sieves and screens meet the requirements of practically every farmer. Easy to operate. Does finished work—leaves no middlings or half and half mixtures. By means of the cut-off no grain is lost. The grain tailing over the sieves in the upper gang supplies the feed for the lower gang, which then does the same work as any single gang machine. Dealers: The New Dual sells quickly and gives complete satisfaction. It gives you a better margin of profit than the average mill—and the prestige due to handling a perfect grain cleaner.

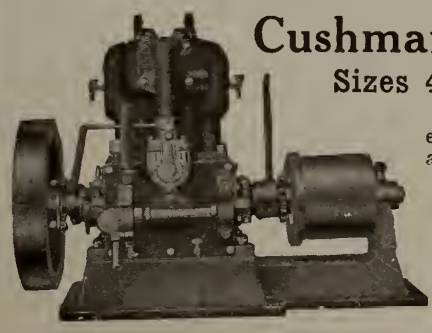
"Western" Pulverizer, Packer, and Mulcher

IT MAKES LARGER AND EARLIER CROPS

A machine that is different. Get proof of its success. Ask for full details—NOW, and aid your customers in conserving all available moisture and increasing their yield. Pulverizes, packs and mulches the soil, giving a perfect seed-bed in one operation. Sold in the following sizes:

PLOW PACKER—2 ft. 6 in. two-furrow; 4 ft. three-furrow.
SINGLE SECTION—4, 6, 8, 10 and 12 ft. sizes.
THREE SECTION—11, 15 and 21 ft. sizes.





Cushman Light-Weight Engines

Sizes 4 to 20 H.P. Weight only 40 to 60 lbs. per H.P.

The best engines for you to sell for all farm requirements, because the best engines for your customers to own. Our 8 h.p. is unequalled for heavy grinding and other power demands from 3 to 9 h.p. Ask for literature and our attractive sales offer.

Dealers: Get Full Particulars on these Fast Sellers

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

DEPT. C.F., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

Hart-Parr Co. Will Finance Its Tractor Sales

A revolutionary plan, which bids fair to solve the problem of tractor sales during this period of tight money, has just been inaugurated by the Hart-Parr Company, of Charles City, Iowa.

In a communication to all banks in towns wherever Hart-Parr dealers are located, they announced that the Hart-Parr Company stood ready to deposit, with the banks of such community, sufficient funds to finance all sales of Hart-Parr tractors, whenever the local dealer or a farmer customer needed an extension of credit to complete the sale. They invited all banks to confer with the Hart-Parr dealer in their town and make application for the amount of money they want deposited with them. In each town, where there is a Hart-Parr dealer, one bank will be appointed as the official Hart-Parr Depository and instructed to draw immediately on the Hart-Parr Company for sufficient funds to finance Hart-Parr tractor sales in that territory.

This plan is practically the last word in extreme co-operation between the manufacturer, the dealer, the customer and the local banker. The hardship imposed on the dealer, customer and local banker, by tight money is removed. The dealer is assured of sufficient funds at the bank to carry his stock. The customer is assured of credit at the bank to help him buy the tractor he needs. The local bank is assured of money to finance the Hart-Parr business in that territory. The dealer can give all his time to sales and feel sure he can secure credit to turn a sale when he gets a prospect.

Under this new financing plan, the purchase money remains in the buyer's community until the tractor has had an opportunity to earn back its purchase price. By this plan, the Hart-Parr Company becomes its own sales financing corporation, which is a decided step in advance in sales methods in the tractor industry.

PETERS PUMPS

Give More Water in Less Time with Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

ALWAYS DELIVER THE WATER

Dealers: Get Peters' Pump Proposition for 1921

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Kewanee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

AUCTION SALE OF SCHOOL LANDS

PUBLIC Notice is hereby given that Auction Sales of School Lands will be held in the Province of Alberta at the places and on the dates hereunder mentioned:

Viking, Monday, November 15, 1920, at 10 o'clock a.m.
Leduc, Wednesday, November 17, 1920, at 10 o'clock a.m.
Consort, Wednesday, November 17, 1920, at 10 o'clock a.m.
Wetaskiwin, Thursday, November 18, 1920, at 10 o'clock a.m.
Donalda, Friday, November 19, 1920, at 2 o'clock p.m.
Eckville, Saturday, November 20, 1920, at 10 o'clock a.m.
Okotoks, Monday, November 22, 1920, at 10 o'clock a.m.
Innisfail, Tuesday, November 23, 1920, at 2 o'clock p.m.
Didsbury, Wednesday, November 24, 1920, at 2 o'clock p.m.
Macleod, Wednesday, November 24, 1920, at 10 o'clock a.m.
Cardston, Friday, November 26, 1920, at 10 o'clock a.m.
Cochrane, Friday, November 26, 1920, at 10 o'clock a.m.
Jenner, Monday, November 29, 1920, at 2 o'clock p.m.
Empress, Wednesday, December 1, 1920, at 10 o'clock a.m.

The lands will be offered in quarter-sections or portions thereof, subject to a certain upset price in each case, and also to the terms and conditions as announced by the Auctioneer or official in charge, prior to the commencement of the sale.

TERMS OF PAYMENT.

One-tenth of the purchase price to be paid at time of sale and the balance in nine equal annual instalments with interest at the rate of six per cent per annum on the balance of the purchase money from time to time remaining unpaid, except in cases where the area of the land sold does not exceed forty acres, in which case, the terms of payment will be one-fifth in cash and the balance in four equal annual instalments with interest at the rate of six per cent per annum on the balance of the purchase money from time to time remaining unpaid.

Scrip or warrants will not be accepted in payment.

For further particulars see posters.

Lists of the lands to be offered may be had on application to the Secretary, Department of the Interior, Ottawa, to Frank A. Collins, Supervisor of School Lands, 506 Tribune Building, Winnipeg, Manitoba, or to any Agent of Dominion Lands for the Province of Alberta.

By order,
J. W. GREENWAY,
Commissioner of Dominion Lands,

Department of the Interior,
Ottawa, 1920.

Lauson Tractor Wins Prize in England

The John Lauson Mfg. Co., New Holstein, Wis., announces that the Lauson tractor was awarded first prize at the Lincoln Tractor Trials, held in England recently. The first prize was a gold medal and $100.

A few of the conditions under which the tractors competed are summed up as follows:—

1. Hauling direct in work or on the road, a plow, cultivator, harvester or other agricultural implement.

2. Driving stationary machinery.

3. Competitors had to plow a given area of land commencing with the size of furrow specified for each class, during which the fuel and water consumption were recorded. They had to subsequently vary the depth and width at the discretion of the judges.

4 Special attention was paid, in the plowing and cultivating trials, to the compression of the land by the machine, the space and time occupied in turning, the uniformity of the furrow ends and evenness of the furrow.

Grain Cleaning Equipment

The Metal Specialty Company, Regina, make a specialty of manufacturing indented cylinders and rotary screens for separating the following mixtures: Cockle from wheat; buckwheat from wheat; wheat from rye; barley from oats; wheat from barley; wheat from oats, and false flax from flax seed.

The construction of their "Beaver" line of indented cylinders is interesting. These cylinders are made in 16 and 23 inch diameters, and are four, six and eight feet in length. They have capacities varying from 15 to 45 bushels per hour. Hopper fed into the rotating cylinder, the grain is caught in the indentations, which are drilled to form a perfect pocket. In cleaning wheat, for example, the pockets are large enough for the wheat kernels to lodge within, while the larger barley and oats kernels project beyond the cells and are rejected. The wheat is elevated into the tray and is carried to the cylinder end by a worm conveyor.

Beaver self-cleaning rotary screens are made in several sections of different mesh. The screen revolves within a casing. Several sections of different mesh are provided so that the first section takes out weed seeds and small cracked grain, the next section gives the small good grain and the third section the plump kernels. These rotary screens are made in 18, 24, 30 and 36 inch diameters and because of the exceptionally large surface, have great capacity. The Beaver rotary screens are stated to be ideal for use by farmers, flour mills, seed merchants and elevators. The screens are made from spring steel wire and brass rods and are claimed by the maker to be practically indestructible. It is claimed by the Metal Specialty Company that the Beaver rotary cleaning process has proven to be the most simple and perfect system of grain cleaning yet offered the farmer. It does away with the necessity for flat screens for different kinds of grain, as is essential with other types of cleaners. With the rotary process there is an entire absence of vibration. Full particulars of this line of equipment can be had from the manufacturers of the Beaver line.

Hardwood Supply Decreasing

Dealers will note the marked advance in the price of wood goods recently. Investigations in the United States give a good reason for this, as showing that the production of hardwood products on the past scale cannot long be continued. In that country the scarcity of high grade oak, poplar, ash and hickory is placing many woodworking industries in a critical condition. Three-fifths of the original timber in the United States is gone; wood industries are using timber four times as fast as it is being grown. A great deal of difficulty is being experienced in procuring supplies, and the great majority of stock for agricultural woods sold in Western Canada is imported from the United States.

The vehicle industry is an example of an important industry dependent largely upon hardwoods. It requires annually in the neighborhood of 740 million board feet of lumber, of which 95 per cent is hardwoods. For the country, as a whole, there is every reason to believe timber supplies are being cut off far more rapidly than the current growth, and for the hardwood forests the rate may even exceed this. There are no large reserve supplies, and in every principal hardwood region but one there has been already an alarming decrease in the rate of lumber production.

The Housing of Implements

From the standpoint of the man who purchases implements, there is no doubt that the necessary outlay for farm machinery is greatly increased owing to the lack of proper housing. Expensive implements are left at the fence corners, lying out the year around in sun, rain, frost and snow. If the farmer were to construct good implement sheds—and only a small percentage pay attention to this feature—he would find that his machine outlay over a number of years was considerably reduced.

Implements if at all properly housed and cared for will last on the average for ten years in Canada. An investigation in the United States shows the average life of different implements when housed and not housed. The variation in life is very marked, and it should be remembered that this record is compiled from data furnished by farmers. The implements listed last:—

	Average Years When Housed	Years When Not Housed
Cultivator	12	7
Corn planter	17	7
Binder	14	7
Disc harrow	15	8
Dump rake	16	7½
Side delivery rake	12	8
Drill	14	6½
Plow	14	9
Hay loader	15	7
Manure spreader	12	6
Mower	15	9
Wagon	22	8

Case Tractors and Plows Win Cups

At the great plowing contest, staged annually by the Big Rock Plowing Association, in Illinois. Case tractors and Grand Detour plows made an excellent showing. No less than 10,000 farmers attended the demonstration. Against a field of more than 20 different makes of tractors, the Case tractors and plows annexed the first and second prizes. The first prize was a handsome silver cup; the second a prize ribbon. First place was taken by a Case 10-18 h.p. tractor, pulling a ten-bottom Grand Detour plow. This outfit had 84 points to its credit. Second place fell to a Case 15-27 h.p. tractor, pulling a three-bottom Grand Detour plow, the score being 81 points.

Duty and Tractor Prices

In giving evidence before the Federal Tariff Commission during its recent sittings in Western Canada, C. H. Burnell, a farmer at Oakville, Manitoba, criticized the effect of import duty upon tractor prices. He said:

"I bought a tractor which had a factory cost in the U. S. A., of $1,100. It was admitted duty free, and was sold in Winnipeg for $2,290 cash, being assembled in that city. During July the price was raised to $1,550 at the factory, duty had to be paid at the rate of 17½ per cent., amounting to $271.25, and an import tax of one per cent was paid on the gross cost, amounting to $18.25. On this tractor we also pay a sales tax of 1 per cent. The tariff alone increased the cost of these tractors in Winnipeg more than $300, and when we consider that the distributor's profit and the agent's commission is based on this cost, it is easy to see that it increases the cost of these tractors to the farmer by at least $400. This tractor delivers 18 h.p. at the draw-bar; the tariff has caused an increase of fully over $20 per h.p.

Case Plow Works Publishes Handy Manual

"The Salesman's Handy Manual", compiled by the educational department of the J. I. Case Plow Works Co., Racine, Wis., is a valuable and interesting book for all those interested in selling this line of goods. It contains over 700 questions with correct answers on the company's line of tractor drawn tillage tools, Wallis tractors and Wallis Threshers. It also contains a chapter on such interesting facts and suggestions as:—

How to determine the speed a tractor is travelling.

The number of pounds pull a tractor will develop on drawbar.

The number of pounds pull required for different implements.

The increased draft occasioned by various grades.

The diameter of pulley to use on drive shaft to obtain the required speed.

How to remove scale from radiator.

How to prevent carbon from forming in combustion chamber—and a great many other facts and suggestions.

The plan used in the distribution of these books is rather unique, as they are only furnished to those who enroll in and complete the "Busy Man's Short Course."

President Morse uses Tractor For Belt Power

Mr. C. H. Morse, president of Fairbanks-Morse Company, makes use of the tractor pulley for belt work on his own farm at Libertyville, Ill., where he uses a Wallis tractor.

America's foremost dairy and livestock farms are power farms. Of the farms in the Upper Mississippi Valley, 80 per cent have silos and 60 per cent have their own silage cutters, 40 per cent have feed mills, 14 per cent have threshers, 18 per cent have tractors, and 14 1-3 per cent have motor trucks.

The number of tractors and trucks will be doubled undoubtedly within a very few years. One reason for this is that the belt power available from the tractor can be used to operate other machinery.

Caterpillar Tractor Booklet

A very attractive pictorial booklet showing the range of service performed by Caterpillar tractors has been issued recently by the Holt Mfg. Co., Peoria, Ill. The performance applies both to agricultural and industrial activities.

Canadian National Railways

THE NATIONAL

GRAND TRUNK PACIFIC

Winter Travel

PACIFIC COAST

The moderate climate of the Coast, sunshine and bracing sea air will help repair the wear of work and worry. Golf, motoring and all outdoor sports may be freely indulged in.

EASTERN CANADA

Spend Christmas and New Years in "Your Old Home Town." The old friends are preparing good things for you and the Canadian National is prepared to give you good service.

THE OLD COUNTRY

If you are planning a trip across the seas to the "Old Land." consult our Agents, who are prepared to furnish complete lists of sailings, furnish passports and make reservations.

Whether destined East or West
TRAVEL
"THE NATIONAL WAY"

Our agents will assist you in arranging your trip, secure your berths and furnish all information.

Daily Service Winnipeg to Vancouver
Double Daily Service Winnipeg to Eastern Canada

OPTIONAL ROUTES AND CIRCUIT TOURS

May be taken advantage of.

Modern equipment, standard, tourist and colonist sleeping cars, dining cars and observation cars on all through trains.

Apply to any Agent for illustrated literature and full details, or write:

W. J. QUINLAN, District Psgr. Agent, Winnipeg, Man.
W. STAPLETON, District Psgr. Agent, Saskatoon, Sask.
J. MADILL, District Psgr. Agent, Edmonton, Alta.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

A. R. Co., Man.—For repairs for a Bain wagon, made in 1914, write the nearest branch of the Massey-Harris Co., or the Bain Wagon Co., Kenosha, Wis.

M. & M., Sask.—Repairs for Holt Caterpillar tractor can be had from the Canadian Holt Company, Calgary.

D. T. Co., Man.—No government census of the tractors in operation in Manitoba has been taken. It is assumed that some 8,500 are in use, of which 3,700 were sold in 1919. In all Western Canada, approximately twenty-eight thousand tractors are owned at the present time.

D. A. S., Man.—Repairs for Oliver plows can be had from the Canadian Oliver Chilled Plow Co., Regina. This line is handled in Manitoba by J. L. Ashdown, Winnipeg.

R. G., Man.—The "Rex" cultivator is not handled in Canada. Repairs can be had from the manufacturers—Hayes Pump & Planter Co., Galva, Ill.

F. McA., Alta.—The "National" shock loader is manufactured by the National Shock Loader Co., Andrus Bldg., Minneapolis.

J. S. R., Man.—"Rex" spark plugs for tractor use are sold by the Cushman Motor Works of Canada, Winnipeg.

C. M. Co., Man.—For particulars on tractor steering devices, address the Hansmann Mfg. Co., Long Prairie, Minn.

L. B. B., Man.—The small steam tractor using oil fuel, reported in our pages, was the "Bryan." It is made by the Bryan Harvester Co., Peru, Ind. This outfit has a water tube boiler, using kerosene as fuel. It is stated to develop 26-70 h.p.

A. G., Sask.—Disc with parts 507L, 150L, 506R and 508R, is an old type Thomas disc. These were never sold in Western Canada. For replacements address the Thomas Manufacturing Co., Springfield, Ohio.

W. Implement Co., Sask.—The Paris grinder was made by the Paris Plow Co., Paris, Ont. The company are now defunct and no parts for their grinders are available.

F. W. H. & Son, Alta.—For consolidated school vans, address the Lawrie Wagon & Carriage Co., Wall St., Winnipeg, who specialize in the production of these vehicles.

L. G. W. Co., Sask.—Rings for a style X 3½ h.p. Gilson engine can be had from the Gilson Manufacturing Co., Elgin Ave., Winnipeg.

R. & Co., Sask.—For repairs for Grand Detour plows, address the nearest branch of the J. I. Case Threshing Machine Company.

O. W., Sask.—The "Ideal Stover" windmill is made by the Stover Manufacturing & Engine Co., Freeport, Ill. Address them direct for parts, or apply to the Canadian Stover Co., Brandon, Man.

G. D. B., Alta.—To secure new plates and parts for Edison storage batteries, write: Storage Battery Dept., Northern Electric Company, Calgary. You may have old-style batteries. Specify if the battery is of the RR or letter type. Give amperage and all details of type as several Edison batteries are now obsolete, although the above company can still procure parts for replacement.

H. S. H., Sask.—The "Oxford" plow with standard 0 X 5 is made by the Belcher & Taylor Agricultural Tool Co., Chicokee Falls, Mass. You can only secure repairs from the factory. Paris plows, as made by the Paris Plow Co., Paris, Ont., are now obsolete. There is no repair source for this line, although duplicate shares are available for some models.

C. H. N., Sask.—Cap for wheel hub, WC124, is from a "Davenport" roller bearing wagon, as made by French & Hecht, Davenport, Iowa. No repairs are carried in the Canadian West. Address factory for part.

J. M. M., Sask.—We regret that we cannot locate the maker of disc plow with wheel hub 1085H and sand-cap 1040 and 1099. Can any reader identify this disc plow? This is not a J. I. Case plow.

J. Bros., Alta.—The Witte engine is manufactured by the Witte Engine Works, Oakland Ave., Kansas City, Mo. For piston rings for the 2 h.p. model address as above. By giving ring dimensions you could probably get suitable rings from the Burd Ring Sales Co., McIntyre Blk., Winnipeg.

W. E. V., Man.—Reply to enquiries regarding automobile manufacturers' liability as regards parts replaced, as in last issue, were not entirely correct. The information source (Manitoba Motor League) was in error as to the time allowed. In the standard warranty, as used by practically all car manufacturers whose product is being sold in Manitoba, the cars are warranted for 90 days after date of shipment, warranty being limited to the furnishing at the factory of such parts of car as shall under normal use and service appear to the manufacturer to have been defective in material and workmanship. Warranty is limited to merely the shipment without charge to the purchaser of part or parts claimed to be defective, and which upon return to factory have been determined defective. The warranty only covers shipment of parts, not their installation. Liability of the maker ceases if the car is altered or repaired outside the factory. This roughly covers the manufacturer's warranty, but the car is held to be sold outright to the dealer for resale, so that the latter, should he make any further guarantee to the customer, has no claim on the manufacturer beyond the standard warranty as outlined above.

G. W. G., Sask.—(1) No engine can run without liquid fuel of some kind. Where no battery or wires are needed, ignition would follow the Diesel system. (2) Gasoline is most easily vaporized in hot weather. (3) We cannot venture an opinion on what 3 h.p. kerosene engine produces most power, but refer you to manufacturers. For a low-power outfit the gasoline engine is cheaper to operate than an engine and a gas-producer plant. (4) Gas for a producer plant is made from coal of low ash content. The gas is scrubbed and cleaned. Unless in the case of natural gas, the fuel energy in producer gas is only about 25 per cent. The gas produced is a combination of carbon and hydrogen. Gasoline is a liquid extracted from crude petroleum by distillation. (5) An air-cooled engine, properly designed, should operate all right during extreme cold weather.

An International Booklet

So popular has become the International Harvester Company's book, Internal Combustion Engines and Tractors, that it has been necessary to put it through another edition. The fifth edition, of which the first printing order was 25,000, is just off the press and is available for distribution.

This edition is enlarged, revised and contains information for the first time on the International 8-16 tractor.

For Timely, Reliable News on every side of the Western Canadian Implement Trade, Read—

CANADIAN FARM IMPLEMENTS

Serves Tractor, Truck, Implement and Farm Equipment Industries

Western Canada's Only Implement Trade Journal

Keep in Contact with all that happens in your Line of Business

Subscribe Now for Canadian Farm Implements

$1.00 Per Annum

And worth a whole lot more to You

What Dealers Tell Us without being Asked!

C. W. WILSON, SASK.—"I think your magazine is splendid. It's good to hear about what goes on in the trade."

FRANK BRIDGE, MAN.—"I appreciate your Repair Enquiry column from which I take notes for future reference."

ROBERT WILKINSON, ALTA.—"We think you are doing an excellent work and deserve the whole-hearted support of every Implement Dealer in Western Canada. More power to your elbow!"

GEOFFREY GREEN, SASK.—"I find your paper, in every way, a great help to me in my business. Good luck to you!"

SHANKS & SHANKS, SASK.—"We believe your journal is a great help to all in business. It keeps the dealer posted on the new lines and all development in the trade."

W. STEVENS, SASK.—"I have always found your paper excellent, and there is a fund of information contained in its pages."

W. EAGLESTONE, SASK.—"Your pages have greatly helped us to make sales arguments. Goods well advertised are half sold."

J. E. KINLEY, MAN.—"In every issue you do well. Keep after a larger commission on lines. I think Canadian Farm Implements is the best trade paper I get."

SCOTT KARNS, SASK.—"Hold to your present policy, you are on the right trail for the trade. Your magazine is the best in its class that we receive."

Obey that Impulse—One Dollar brings 12 Issues to Your Desk

Does Your Subscription Expire This Month?

If so, renew at once! Our Repair Information Service alone makes this Journal essential to your business

Hart-Parr 1921 dealer contract now ready!

Our new dealer contract is ready. It is by far the most liberal dealer proposition we have ever been able to offer. In our opinion it is the best money-making contract ever offered anyone who can produce volume of tractor business.

Back of the Hart-Parr dealer in 1921 will be the success of 8,000 new Hart-Parr 30 owners—they are all boosters.

Another year of experience will have been added to Hart-Parr history. The Hart-Parr dealer will have the sales and service co-operation of a factory organization with twenty years experience as tractor specialists.

Our 1921 Advertising Campaign will be bigger and better than ever and will include a co-operative plan for the dealer's local advertising.

And back of it all—the tractor! With the Hart-Parr 30, you can be the leading tractor dealer in your territory. You can meet any competition successfully.

Would you like to see this contract, and our 1921 sales program? There is some valuable territory open for the right kind of men. Write today for particulars.

"Grab the Hart-Parr Contract, if you can get it."

HART-PARR COMPANY

Founders of the Tractor Industry

430 Lawler Street Charles City, Iowa

Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today. The great grand-daddy of all Tractors was old Hart-Parr No. 1, built in 1901.

A POWERFUL STURDY THREE-PLOW KEROSENE TRACTOR

HART-PARR 30

BUILT BY THE FOUNDERS OF TRACTOR INDUSTRY

GD

See Him Through this Fall

GRAND DETOUR PLOW COMPANY 1837

THE power-farmer is out to finish plowing ahead of uncertain weather. Help him—and yourself—by selling him a Grand Detour Plow.

"Grand Detour" is a worthy running mate for any tractor—built just as accurately and always dependable. Its unusually worth-while features are the results of 83 years' successful manufacturing experience.

Grand Detour Plows are known for "distinguished service"—that's why they're profitable to handle. Each "Grand Detour" sells others—brings you both new and "repeat" orders—helps establish your store as local headquarters for the increasing list of things the power-farmer uses.

We'll gladly supply particulars.

J. I. CASE THRESHING MACHINE CO., Inc.
DIXON, ILLINOIS
Grand Detour Plow Division ***Established 1837***

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works Co.

Grand Detour Tractor Plows and Repairs are sold and carried in stock by

J. I. CASE THRESHING MACHINE CO., Inc., Racine, Wis. *and all branches*
AVERY CO., Peoria, Ill. *and all branches*
ADVANCE-RUMELY THRESHER CO., Inc., La Porte, Ind. *and all branches*

GRAND DETOUR TRACTOR PLOWS

CANADIAN FARM IMPLEMENTS

VOL. XVI., No. 12 WINNIPEG, CANADA, DECEMBER, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10 Cents

National Importance of the Farmer

"While the farmer's place in the community has always been important, all classes now recognise as never before, that the national welfare depends on increased agricultural production."

Manning W. Doherty,
Ontario Minister of Agriculture.

As the pioneer Bank of Western Canada we are bankers for the United Grain Growers, the United Farmers of Alberta, and the Saskatchewan Co-operative Elevator Company. 454

UNION BANK OF CANADA

HEAD OFFICE : : WINNIPEG

INSURANCE
OF ALL KINDS

HAIL
Employers' Liability Assce. Corpn., London, Eng.
Federal Insurance Company of New Jersey, N.J.

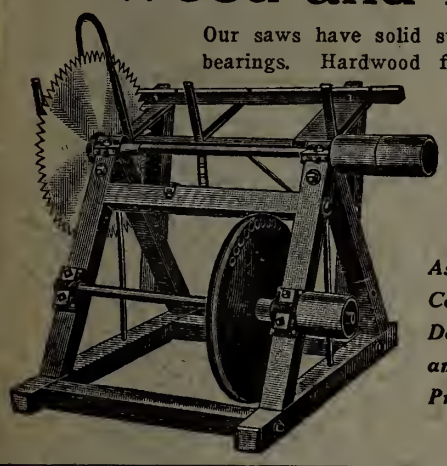
FIRE AND AUTOMOBILE
The London Mutual Fire Insurance Co.
The Millers National Insurance Co.

LIVE STOCK
The General Animals Insurance Co.

For Local Agencies Apply:

CARSON & WILLIAMS BROS., LIMITED
30 CANADA LIFE BUILDING, REGINA
114 P. BURNS' BUILDING, CALGARY
720 UNION BANK BUILDING, WINNIPEG

Watson's Hardwood Frame Wood and Pole Saws



Our saws have solid steel shafts and high grade babbitted bearings. Hardwood frame is strongly built and rigidly braced. Heavy, solid balanced fly-wheel and three 5x6-in. pulleys. Complete saw mandrels supplied separately if desired, also blades in all sizes. Lay in a stock now.

Ask for Complete Details and Prices

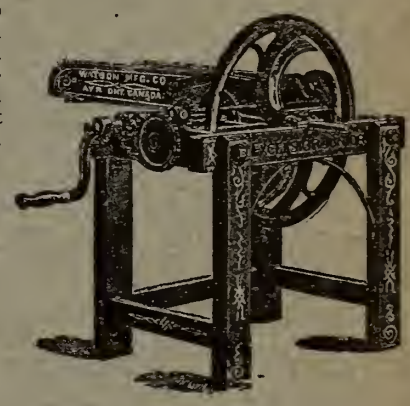
John Watson Mfg. Co. LIMITED

311 CHAMBERS ST., WINNIPEG, Man.

"Excelsior Junior" Feed Cutters

Hand or Power Drive. A Seasonable Line to Stock.

This cutter is a handy machine for any size of farm. Has 9-inch throat and two handles. A 12 x 4-inch pulley supplied as extra. One lever starts, stops and reverses. Cuts ½ to 1¼-inch by changing sprockets. Capacity ½ to ¾ ton per hour. Swinging feed box. Finest English steel knives. This machine is in great demand.



FITTED PLOW SHARES

Shares Stocked at Regina for every make of Plow

PLACE YOUR ORDER TO-DAY

HARROW TEETH PAINTED AND VARNISHED
EVENER WOODS PLOW HITCHES WAGON SETS

CHRISTIANSEN IMPLEMENTS
Land Packers, Mulchers, and Plow Harrows

The House of Quality *We Ship Daily*
Write for Latest Catalogue

Western Implements Limited
1434 Broad Street North Regina, Sask.

What Gift Shall You Buy

for your family this Xmas-time?

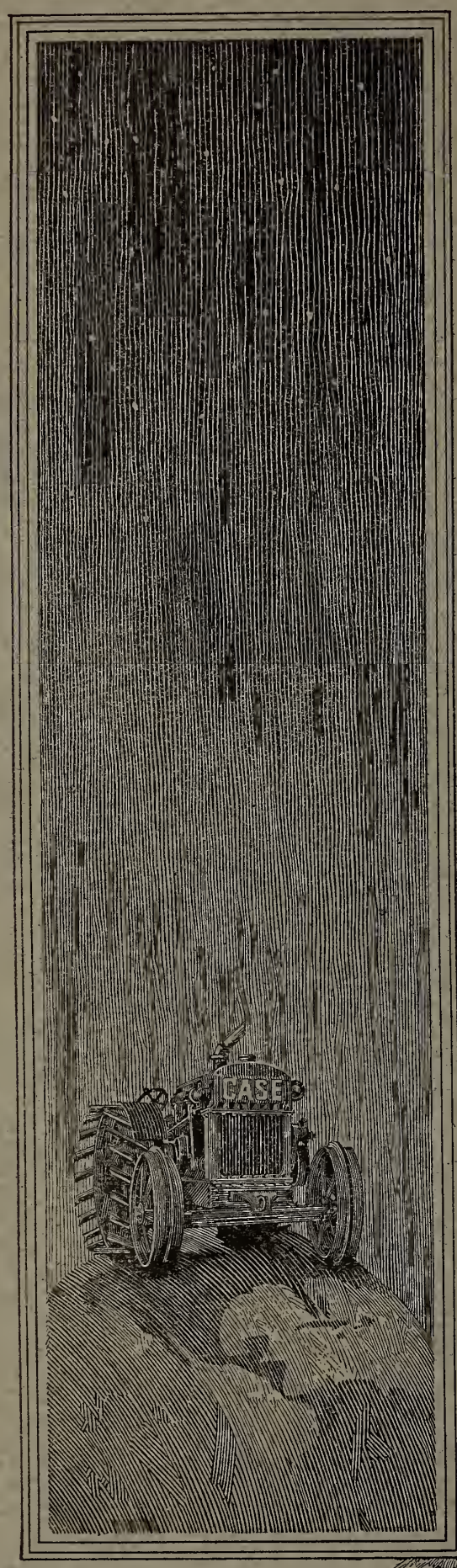
Why not, this year, a gift that really means something? Why not Life Insurance?

For a REAL gift—a lasting memento—affection made tangible—what could be more appropriate than a Life Policy?

So, this Xmas-time, take Life Insurance, and thus make safe provision for XMASES TO COME. You make yourself a sterling gift at the same time.

In choosing—choose the best. Choose as over 100,000 others have chosen—the Policies that cost least—that return highest profits—that include everything good Life Insurance implies. That is to say, choose the Policies of

THE GREAT-WEST LIFE ASSURANCE CO.
DEPT. "P 16"
HEAD OFFICE - WINNIPEG



Greetings!

"The World Over"

TO you men, who stand loyally back of the efforts to promote the sale of agricultural implements, we send our heartiest Yuletide greetings.

Wherever farm machinery goes, you first must blaze the way, making new friends year by year.

Your fine standards of salesmanship, your ideals and your loyalty to the farm implement industry have done much to make agriculture the success it is today.

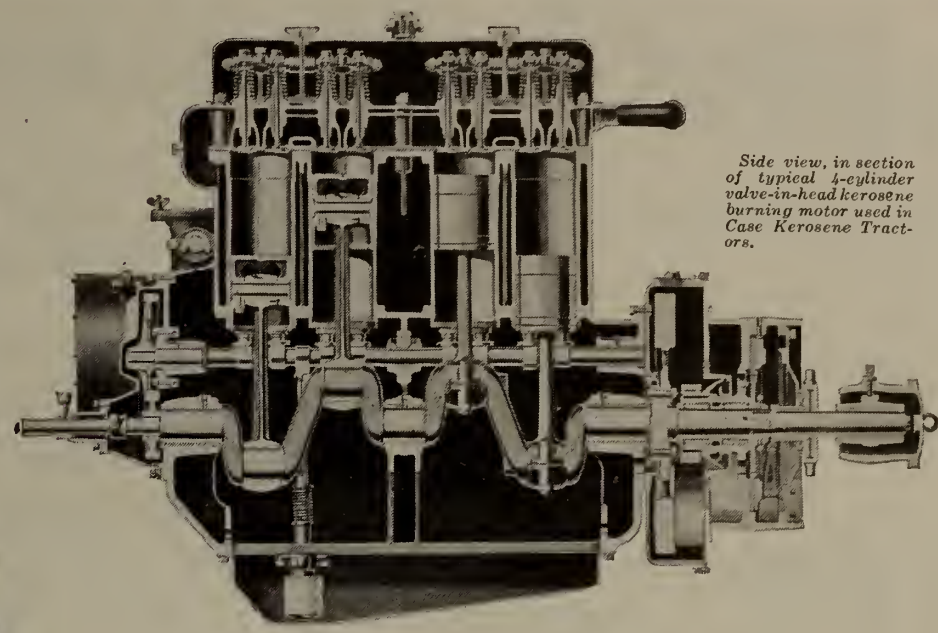
In all good fellowship and friendliness, we wish the Farm Implement Dealers, the world over, a jolly, old-fashioned "Merry Christmas."

J. I. Case Threshing Machine Company
Racine, Wis.

CASE
KEROSENE TRACTORS

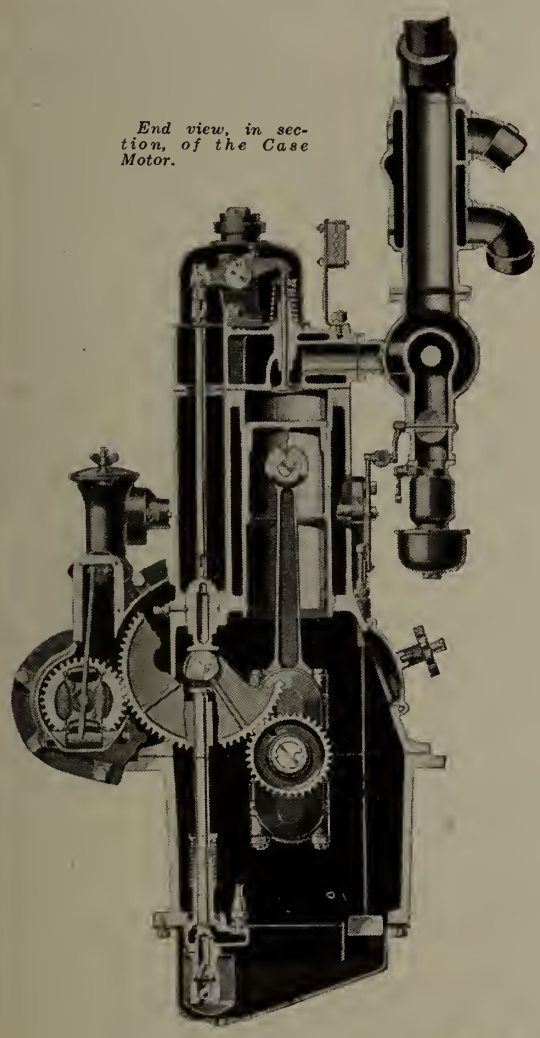
Pass this news along

Attend the Sixth Annual Tractor Show and Educational Exposition to be held at Columbus, Ohio, Febuary 7th to 12th, 1921. Pass the news along to the farmers in your locality, suggesting that they attend this big exposition. Write to the Tractor Show Manager at Columbus, Ohio, or direct to us, and a registration card will be promptly sent for you to fill out and present at the door.



Side view, in section of typical 4-cylinder valve-in-head kerosene burning motor used in Case Kerosene Tractors.

End view, in section, of the Case Motor.



Case Kerosene Tractors Have the Motor That's Built—Not Bought

ONE of the important reasons for the Case Kerosene Tractor being easy to sell and profitable to buy, is the marked superiority of its specially designed and ruggedly built kerosene burning motor.

The motor, to stand up to the grilling work and continuous service of which the Case Kerosene Tractor is capable, must be built right here in our own works—not bought elsewhere and installed. A gasoline truck motor can never be satisfactorily adapted as a kerosene tractor motor.

The illustrations on this page show the side and end views, in section, of the Case Motor of the Case Kerosene Tractor. Study them until you can put them before your tractor prospect in words.

Note the simple design and rugged construction; the heavy crank shaft and wide bearings; the valve-in-head cylinders with quick-removable head; belt pulley on crank shaft; the "velvety" clutch within belt pulley, easily accessible for adjustment.

Then remember that the motor of the Case Kerosene Tractor is mounted crosswise on the frame, permitting spur gear transmission throughout. All gears are cut steel, enclosed, and run in oil.

Dealers are invited to write for catalogs showing not only the mechanical and agricultural superiority of the Case Kerosene Tractor, but its commercial superiority as well.

To avoid confusion, the J. I. CASE THRESHING MACHINE COMPANY desires to have it known that it is not now and never has been interested in, or in any way connected or affiliated with the J. I. Case Plow Works, or the Wallis Tractor Company, or the J. I. Case Plow Works Co.

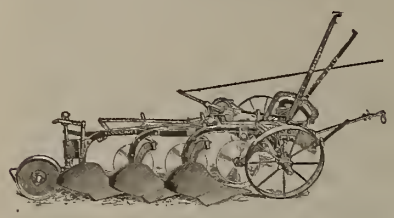
Look for the EAGLE Our Trade Mark

CASE

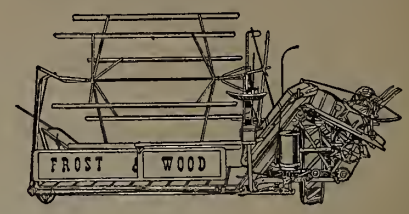
TRADE MARKS REG. U.S. PAT. OFF. AND IN FOREIGN COUNTRIES.

KEROSENE TRACTORS

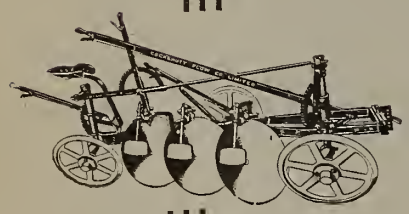
J. I. CASE THRESHING MACHINE CO.
(INCORPORATED)
Dept. M-12 **Racine, Wis., U. S. A.**
Making Superior Farm Machinery Since 1842

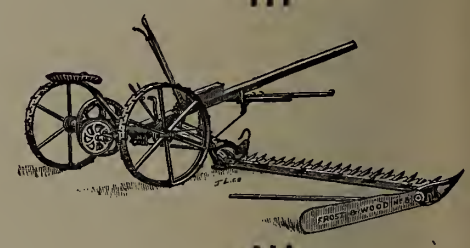


A DEALER'S PLATFORM



IF you sat down and figured out exhaustively the features you really wanted in the Implement Line you were to handle---wouldn't it work out something like this:



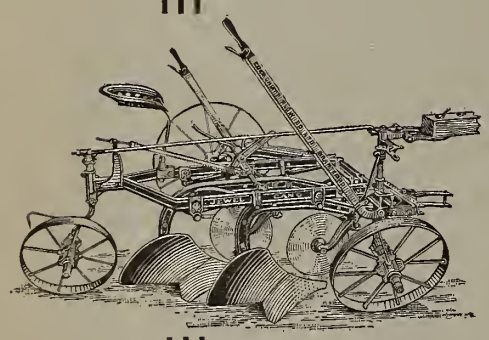


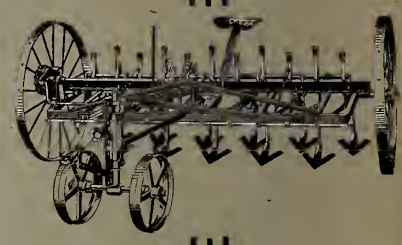
Prestige

Meaning goods with an established reputation, made in Canada, from a lifetime of experience of actual Canadian farm conditions and requirements. No theories. No experiments. PROVEN GOODS.

Value-to-Farmer

Meaning implements designed to suit the Canadian farmer. With the strength and design that only expert Canadian experience and workmanship can embody. Giving years of hard, useful Canadian service.





Completeness

Meaning a line that supplies practically every field requirement of the Canadian farmer. All made, guaranteed and backed by one, big resourceful Canadian organization.

Dealer Service

Meaning a line that has been consistently and thoroughly advertised for years in Canadian publications—backed by superior catalogue and folder service, by prompt repair delivery, and by the principle of the SQUARE DEAL first, last and all the time.

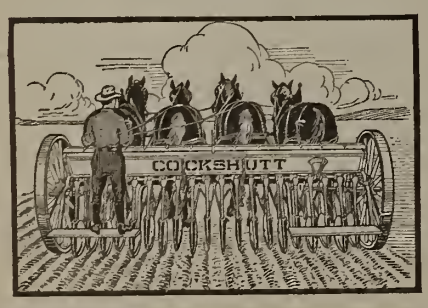
That's the COCKSHUTT-FROST & WOOD LINE

Hundreds of Successful Dealers have proven it's a money maker.

SEND FOR OUR LATEST DEALER PROPOSITION

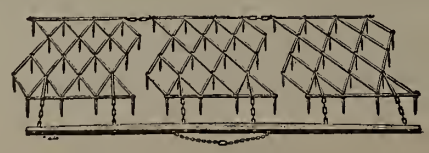
Cockshutt Plow Company, Ltd.

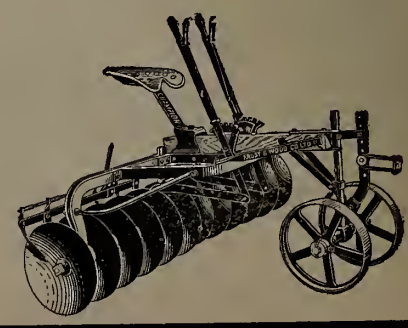
WINNIPEG REGINA SASKATOON CALGARY EDMONTON



Distributing Warehouses at

Brandon, Portage la Prairie, Lethbridge





CANADIAN FARM IMPLEMENTS

Vol. XVI., No. 12 WINNIPEG, CANADA, DECEMBER, 1920 SUBSCRIPTION PRICE IN CANADA { Per Year, $1.00 / Per Copy, 10c.

Leaders in the Trade Review Present Situation

These articles, specially written for Canadian Farm Implements by prominent executives in the Tractor and Implement Industries, thoroughly analyse conditions as affected by business readjustment.—Editor.

Factors and Forces in the Farm Implement Industry

By J. B. Bartholomew, President Avery Company

An analysis of the present situation brings me a series of views which may be of interest as being the way I look at the matter.

In the first place, when labor was getting the highest wage it ever experienced, it was steadily pounding away on the high cost of living problem, until finally the beans of labor were spilled. Now comes the farmer, who is making every effort he can to upset his beans, and scatter them broadcast. It looks to me as though the row of dominoes may all be down before we get through with it.

Leaders of implement dealers' associations are writing articles and making speeches along the lines of "Don't buy until you require the goods," and, "You have a right to look for lower prices." Then once in a while I see a dealer who recites the facts as he sees them—that we would be better off if we followed Henry Ford's idea of lowering prices. He does not say, however, that if we lower prices like Ford did—first raising them and then increasing the price of repairs 33 1-3 per cent.—that the dealers would be satisfied when they come to talk about agricuitural implements. My idea is that through this idea another bunch of self-owned beans will be spilled. The following facts should have a bearing on the situation:

Agriculture and Labor

First, with the reduced prices of farm products the farmers' purchasing power as a whole must be, of necessity, very greatly diminished, but, on the other hand, the laboring man's purchasing power is immediately diminished when he is out of work entirely, or has to work at a lower scale of wages.

Here we have two opposing elements driving each other in the opposite direction from which they should be driven, or ought to go; and that affects industries.

Where does the implement manufacturer come in? The fact is, he doesn't know, but there are a few things he has pretty definitely decided, as I see it. One is that labor must in the future do an honest, fair day's work, and the other is, I think, if the manufacturer is going to have to take a loss he will take it rather through non-production than the lowering of prices. I doubt whether he is going to take it both ways.

Cheaper Agricultural Production

I think when we all get down to earth, and especially the farmer, there is another thing that is going to be pretty definitely decided and that is, if the lower prices for farm products is going to prevail the farmer will expect that cheaper methods of production will have to be employed. After he has looked all over the field he will find that tractor power farming and power farming implements are the best, and in fact the only answer to this proposition, and that he will also find the only labor he can employ or maintain on the farm that will be really effective are men who are interested in this up-to-date class of machinery.

The Future Outlook

I expect a reasonable volume of trade in the spring. I don't believe in the statement that the farmer has sufficient implements to produce as big a crop in 1921 as he did in 1920 and do it on a basis that is justifiable and profitable, unless he supplies himself with a very large volume of up-to-date machinery which he does not now possess.

In the last few years a class of men have developed who entered the power farming and agricultural implement field upon theoretical conclusions. They claim a potential demand for certain lines of machinery in enormous figures. They do not consider the fact that farming and the implement business are "seasonable" occupations. Such men become very "panicy" when the off-season arrives. They start writing articles and making speeches—trying to induce the farmer to make purchases before he has arrived at a conclusion as to what he will require.

More Publicity Required

I believe that the tractor and tractor implement industry has within the last year and through its own control curtailed the exhibition and exploitation of this class of machinery entirely too much. They have assumed that the farmers of the country know all about these tractors and tractor implements when, as a matter of fact, there are thousands of them who do not have anything like definite knowledge on the subject. There are thousands who never saw a tractor demonstration and thousands more who have never seen a tractor show, and this class of business has not had the general publicity that it was entitled to. I contend that it is up to the manufacturers to do something that will form a basis for such publicity.

Greetings

May Good Health, Happiness and Prosperity be the portion of our Friends in the Implement Business, wherever located, throughout the coming year. To you and yours we extend our most Hearty Wishes for a

Joyous Christmas

and a

Prosperous New Year

Canadian
Farm Implements

The Outlook for 1921

By Finley P. Mount, President Advance-Rumely Company

At the outset of the coming year, the farm machinery dealers of Canada and the United States naturally ponder over what future conditions may be. Present conditions show that we are in the throes of the period of readjustment which all of us knew must come, sooner or later. But viewing the present situation from every standpoint, the dealer in tractors and farm machinery can look ahead with an assurance of good business in the future.

The outlook for 1921 is only temporarily obscured. This does not mean that the recent drop in many commodity prices will be greatly reversed. That had to come. Prices will go down in direct proportion to the distance they went up. Whatever was inflated will have to be deflated. But the owner or purchaser of commodities which have not gone up out of proportion to actual costs based on reasonable labor rates and reasonable investment values will have nothing to fear. He is simply waiting at the bottom of the ladder for the fellow who climbed too high to join him. This is the readjustment which is going on now, and the sooner it is over the better.

Business is sound at heart and the world demand on North America for food and manufactured products can only be temporarily halted. There will be need for food and goods in 1921 and North America will be found producing and doing business at the same old stand. And after this temporary reaction caused by present readjustment is over, we can confidently look forward to a long period of uninterrupted prosperity.

Keep Business in Normal Condition

By C. S. Brantingham, President Emerson-Brantingham Company

The year 1920 started out full of promise and anticipation. In some respects these anticipations have been fulfilled, while in others there have been disappointments. Manufacturers have found the year a most difficult one, due to their inability to get materials or labor early in the year with which to build their machinery in time for the needs of the farmer.

During the past few months, a partial readjustment has set in that has affected more particularly the value of the products of the farm, but has not as yet in any perceptible manner lowered the cost of labor or steel and iron. The firmness in these articles gives rise to the feeling that the readjustment from war values is going to be gradual, and that there is not going to be a great sudden drop in values generally, although it has affected some lines very much more than others.

As manufacturers, we are looking forward to the year 1921 being a reasonably good year. It requires an enormous quantity of foods and supplies generally to provide for the daily consumption. If we are a little overstocked at this time, a comparatively short period should consume the over-stocks and bring us more nearly to the true law of supply and demand. We, therefore, feel that business should go along as near normal as possible—that those who do not provide for taking care of their business during the next six months will make a greater mistake than those who perhaps provide liberally The world is going on every day and will continue to do so. Those who play the game carefully and enthusiastically will win over those who are ultra-conservative.

Trade Conditions and Tendencies

By Henry J. Fuller, President Canadian Fairbanks-Morse Co., Ltd.

It is indeed a pleasure for me to contribute a few lines on trade conditions in Canada, more especially when I know that among the readers of "Canadian Farm Implements" are many with whom our Company has had most friendly relations over a long period of time.

The condition we are now passing through is the aftermath of the era of extravagance which prevailed with slight interruption for the past five years, and is the one thing which will bring the sobering effect so much desired by all.

In several lines of trade reactionary tendencies were apparent in the early part of the year. This applied more particularly to the United States than to our own country, but in a short time these conditions also developed in Canada, and have continued in an orderly way in general trade and industry, until we have all become more or less affected.

It is a well known fact that the real basis of wealth exists only in production of things essential to the general welfare of the community as a whole; therefore, with the immense crops of grains raised during this year, a very large proportion of which were produced west of the Great Lakes, Canada has laid a foundation which will withstand any shock the present period of readjustment may lay against it. This is especially true, provided both the farmer and the manufacturer "play the game" together, and while we shall all experience the pains which necessarily follow a major operation, such as is now being performed, yet I am inclined to think that the first phase of a restoration of normal conditions has been passed.

Undoubtedly much remains to be done before we can consider the job finished, yet the spring of the New Year should bring a much brighter and happier outlook for each and all.

Through the pages of "Canadian Farm Implements" I extend my heartiest greeting for a Prosperous Season to the Implement, Tractor and Farm Equipment Dealers throughout the Dominion.

Vigorous Sales Policy is Necessary

By W. F. Sawyer, Secretary J. I. Case Threshing Machine Company

The unforeseen sales resistance that has produced a condition in sales of all commodities closely approaching stagnation cannot be attributed entirely to existing economic conditions. The popular demand for a downward revision of prices has resulted in a "state of mind" strongly affecting the buying inclination of the whole country.

This apparent determination not to buy until prices come down presents a real, tangible sales problem for 1921. The fact that there has been a drop in the price of certain articles has not relieved the situation but has rather aggravated it. The inclination on the part of the buyer is to defer the purchase of everything he needs in the hope that prices will tumble all along the line. There is nothing in the present situation to justify this hope with regard to prices of agricultural machinery. The task of the wide-awake dealer is to get home to his prospective customer the fact that now is the time to buy.

Increased Sales Effort

What encouragement have we in our effort to combat the present situation? First, we must acknowledge that we have the hue and cry for greater production of food the power-farming machinery business has received an impetus that has produced strikingly satisfactory sales volume with a minimum of sales effort. We now face the necessity of building organizations that can sell goods. In the readjustment, renewed, vigorous sales effort must be given a reasonable length of time to show results before being pronounced a failure.

In appealing to the farmer, we are fortunate, for truly he is today one of the strongest citizens, financially, in the population of the entire country His purchasing power remains unimpaired. We are forced to recognize, however, that no longer is he directing his major efforts toward increased production. The vital problem now is more efficient production. Let us build our "one best story" of sales appeal around the pressing demand for lower production costs on the farm. Present tendencies have already affected the selling price of farm produce. Offer him more efficient equipment for the farm, and interest, the first step toward selling, is once more active.

Vigorous sales attack must be revived. Advertising both through the local paper and direct by mail will produce inquiries if given a consistent trial. Systematic "follow-up" by personal canvass will develop the aroused interest into desire for ownership. If you present merchandise that will stand the test of the present demands of the farmer for equipment that will reduce farm production cost, sales volume is sure to follow. Quality product of practical design with demonstrated effectiveness to cut down farm overhead will always have a ready market waiting the aggressive salesmanship of the power farming machinery dealer.

Build Business on Facts

By G. C. Weyland, Vice-President J. I. Case Plow Works Company

Theories are interesting—after the stern facts of business hours are laid aside for the day and we relax and dream and build beautiful air castles.

Facts — cold facts — must be reckoned with during business hours. These are the things we must use where our bread and butter is at stake.

For example: Necessity led me into a shoe store a few days ago. The clerk fitted me with a shoe I always wear. I reached for my pocket book, confident, after having read every day of

(Continued on Page 12)

RUMELY OILPULL TRACTOR LA PORTE IND

Rumely Dealers Have the Backing of a Remarkable Service Organization

The only guaranteed kerosene-burning tractor. Holds all world tractor fuel economy records.

THE Rumely dealer is given the advantage of a service organization which is far beyond what is ordinarily found. This organization provides the dealer and his farmer customers not merely with a tractor but with a farm tractor service unsurpassed by any in this country today. Hundreds of Rumely OilPull dealers have been given special training, not at a branch, but at the Factory itself, at LaPorte, Ind.

There is one factory-trained OilPull expert in the field for every ten OilPull tractors. Be sure you understand the value of this factory training. Each year hundreds of dealers are brought in to LaPorte and extensive laboratories enable the dealers to do the actual work of assembling every part of every unit of the entire tractor. In a big special lecture-room Rumely officials and factory experts discuss the construction, operation and care of the OilPull, as well as effective methods of conducting a dealer business and of completing sales. Trips through the factory add further knowledge about Rumely methods of manufacture.

That is why the Rumely dealer does not merely make a contract to sell a farm tractor, but becomes a part of a great organization furnishing to the American farmer the highest type of power farming equipment and service.

That is why the man who becomes a Rumely dealer is getting more than merely a contract. He is getting every assurance of a business characterized by satisfied customers, permanency and a satisfactory percent of profit.

Is this your understanding of the right kind of tractor dealership? If so, perhaps you would be interested in receiving further particulars. Write us.

ADVANCE-RUMELY THRESHER COMPANY, *Inc.*

Calgary, Alta. Regina, Sask.
Saskatoon, Sask. Winnipeg, Man.
48 Abell Street, Toronto, Ont.

Be sure to see the Advance-Rumely Exhibit at the National Tractor Show Columbus, Ohio, Feb. 7-12

Rumely dealers securing factory training at dealer schools to give OilPull owners intelligent service

ADVANCE-RUMELY

Scanning the Sky-line in the Implement Industry

By A. A. Thomson

At this season of the year it is a usual policy to consider conditions—to get both our foresight and hindsight to work. We know what we have experienced in the past twelve months; we know that it must be frankly admitted that the past one or two months have shown a certain slowing up of business. Analyse the present situation and you will find that it is in large part due to a psychological effect—a mental attitude that has led to present conditions.

There is no germ in the realm of medical science that travels quicker than mental depression in business — no germ that spreads more rapidly. Meet a man with business blues at 9 a.m. and by noon you will have possibly carried the germ to every man you have talked to. Let's quit the depression cult and consider facts.

In 1920 Western Canada had a good crop. Close estimates place it as follows: Wheat, 240,000,000 bushels; oats, 320,000,000 bushels; barley, 50,000,000 bushels; flax, 7,000,000 bushels and rye 9,000,000 bushels. Our future prosperity depends on a good crop of wheat—and that we have had. Wheat is a standard of value that cannot lose its intrinsic worth. With the crop we have had there is no need to talk of industrial depression and panic. The foundation of Western business is secure. All that we require is to cut out uncertainty, to practise courage, clear, cool thinking, and legitimate business methods. The waiting policy of the customer will not necessarily mean further declines in the price of commodities. He is going to realize that market prices of commodities are steadying, and that he may as well buy now as later.

Cutting prices in some lines has had the effect of making the customer wait, anticipating further cuts. He must be shown that there can be no cutting in farm equipment and machinery. How could it be? Since 1913 the price of farm produtcs have advanced 112 per cent.; of general lines purchased by farmer 98 per cent., while implements as a whole have advanced only 73 per cent.

At the present period we are in a season when the demand for farm machinery is not heavy. We are in the collecting season, when it is easy to develop depression as we have not the impetus of orders to offset one's mental attitude. In the spring, when farmers are ready to buy, we will find that the farmer will want machinery and will have the wherewithal to buy it. Agriculture is not an industry that can be closed down merely because of a mental attitude.

The farmer claims, and not without reason, that it is hard to sell products raised at a high price on a falling market, but business has experienced that time and again. When the war struck the world in 1914 we had infinitely more reason for business depression than we have to-day—yet we "carried on." The farmer's problem for 1921 will be to reduce his cost of producing a bushel of wheat or any other grain, and to effect lower production cost he must use up-to-date implements and machinery. He realizes that high-priced labor can be saved by investment in modern equipment.

It may be that the reaction will mean that units in the implement industry will have to be content with smaller volume, as buying may be on a conservative basis, but would it be wisdom to urge customers to buy what they can get on without? Essentials will, however, necessarily be in demand in the business.

When the Going was Easy

The fact is that we have floated so long on a wave of prosperity that we do not like the trough of the wave now we have descended the slope. We sold easily; real salesmanship was not required. We developed into order-takers, owing to conditions. Everything was lovely—and now that we have left the sunshiny heights of good business for a little we get unduly depressed. Late fall and winter have never been periods of heavy buying. We have to remember that the implement business is a seasonal occupation. The farmer is not going out of business. He will make what money he can—and he will require machinery to make it. True, the farmer is somewhat melancholy at the present time, but other lines of business are in the same condition. He was the first to feel the results of depression in a business sense, but he has had good crops to offset the reduction in the prices he gets.

The Basis of Prices

Many men feel that because prices of farm products have been reduced through conditions, the prices of farm machinery should automatically fall. The prices of farm machinery are based on the cost of production plus a fair profit. That condition must obtain, or we would have no implement industry. Therefore, we can only reduce the prices of farm machinery when the cost of labor and materials is reduced, and no reduction is in sight with either element, especially for goods now made for present delivery. You cannot make a plow to-day and sell it to-morrow. The materials had to be ordered a year ago, and the labor cost in production was and is at the highest point ever known.

Is it not reasonable to assume that competitive conditions will show a reduction in farm machinery just as soon as cost reduction justifies lower prices? There will obviously be a loss on machines made or bought before prices of production fell, but every factor—from the manufacturer to the dealer—should expect to take a share of the loss incident to the readjustment of prices. This has happened in other lines of business, and should be the case in connection with the implement industry.

Elsewhere in this issue we show that implement manufacturers have not profiteered. Can we expect them to drastically reduce prices before the cost of production has been reduced?

Future Supply of Implements

The majority of men may consider that because of a probable reduction in demand, the supply of implements for next year is something they need not worry about. Yet what product has been made up has been fabricated at high prices. Again, the tendency of the dealer to withhold placing requirements makes it possible that manufacturing schedules will be affected, for with present production costs the manufacturer must base his output to a certain extent upon orders received. It is a hard problem for a factory to make machines, at present production cost, to meet a probable or estimated demand only. We may agree that the volume of sales may be smaller next year, but unless the dealer can give some idea of his requirements the factory cannot be expected to have goods on hand to meet any demand, whether infinitely small or phenomenally large. The man who can estimate as closely as possible what he requires will be most liable to secure future business, although all will agree that it is no time to load up. But even cautious ordering is preferable to the policy of ordering nothing and "taking a chance" on supply.

It is going to take salesmanship and proper business methods to get business next year. More care will be essential in entering credit and in looking after collections. We should individually make an effort to stabilize business and to carry on our operations in the most economical manner. To stabilize conditions in the trade, one of the foremost essentials is to have some idea of what you will require, and to arrange for its supply. The right sales effort, put forth optimistically, will secure business. Sales can and will be made if we only use the old-time energy. The farmer has come down from the plane of record prices, and it will need real selling to place the goods, but he can be sold by aggressive hustling.

Credit and its Importance

Credit is based largely on confidence, and this year a whole lot of confidence has been somewhat jarred. Every creditor is also a debtor, and vice versa. The problem has two sides—how to get credit and whom to give credit. We must, in the future, have not only confidence in the ability of the debtor to pay his obligations, but the time of payment must be so regulated that the creditor can meet his personal obligations as a debtor.

The credit and collecting business is a chain, and this year there has been a break at the first link—the customer. It is safe to say that credit will be forced to contract instead of continuing to expand as in recent years. Conditions are forcing manufacturers and merchants to shorter terms in marketing, and things tend relatively nearer to a cash basis. Selling terms and not merchandise has not been a profitable transaction on the price we have had to pay for borrowed money—when we could get it.

Accurate records should be kept of outstandings and accounts receivable.

The Material Market

In the iron and steel market the demand has been light. Cancellations of orders and postponements have led to mills closing down. With some large firms as high as 20 per cent. of the business on hand has been cancelled, although production is still greater than in 1913. The prices of independent concerns are stationary, and there seems no outlook of prices yielding. No business of any importance is shown and the steel corporation price level remains the lowest. Unwillingness to pile product at the extreme costs now prevailing is evident.

In the hardwood market, uncertainty as to the future demand for wood goods will have a marked effect. The jobber and manufacturer usually place their logging requirements at this season, as in the hardwood areas the logs are piled before the rainy season. The loggers will not pile product except for orders in view, and these orders are not being placed. The result will doubtless be a reduction in the hardwood available for next season with a corresponding effect upon price if a large demand ensues on a market where supply will be so restricted.

We are passing through a transitory period and we have weathered worse in the past. Curtailed business obviously means that overhead is an added burden, but there is every confidence that Canadian trade is well through a dull period and that the future is bright. One factor is evident—labor is realizing at last that restriction of production is not going to help labor conditions, or that a smaller daily output per man means more work for more men. They have proven that when labor cost rises above reasonable limits, it reduces a demand for the goods, and leads in the end to a reduction in employment. No man wishes to drive wages down, but a reasonable measure of production in every line will, in the end, assure a betterment in output and lower prices for the consumer in every line.

Demand can be stimulated. We must use energy in providing a market for our goods. No man, in the coming year, can afford to stop active sales effort. The demand will not come as easily as in the immediate past, but it will be there. Nerve, confidence, faith in ourselves and our business, more perspiration and less pessimism, proper business principles—and 1921 should be a good year for the dealer in farm implements and equipment.

Service Badges similar to this are worn by 45% of the De Laval employees

The dominant position of De Laval, in the separator and milker business, is due largely to members of the organization, 45% of whom have been with the Company from 5 to 35 years.

Now is the time to see about the De Laval Contract. Perhaps we need a separator or milker agency in your town. If you think we do send your application to our nearest office.

The De Laval Company, Limited

MONTREAL PETERBORO WINNIPEG

EDMONTON VANCOUVER

With the Manufacturers

The Spitdorf Electrical Co. will erect a six-story factory, 120 x 300, at Chicago, to cost $700,000.

The Garden City Feeder Co., Peoria, Ill., has leased part of the main building of the Birdsell Mfg. Co.

The property of the Ann Arbor Machine Corp., Ann Arbor, Mich., was offered for sale at public auction Nov. 30.

The Ford Motor Co. is planning the erection of a plant at Troy, N.Y., for the manufacture of tractors and parts.

The Nelson Motor Truck Co., Saginaw, Mich., has increased its capital stock from $500,000 to $1,000,000 to provide for plant expansion.

The Dominion Steel Products Co., Ltd., Brantford, are the manufacturers of the first Diesel engines completely designed and built in Canada.

Beatty Bros. contemplate the erection at London, Ont., in the spring, of a large extension to their Chelsea Green plant and also a new machine shop.

The National Farming Machinery Co., Montmagny, Que., is making additions to its factory and is planning to manufacture all kinds of farming machinery.

The Farmers Tractor Corp. has been incorporated at Stevens Point, Wis., with a capital of $500,000, and plans the erection of a plant for the manufacture of tractors.

The Canadian Farm Power & Machinery Co., Ltd., Listowel, Ont., has been formed with $500,000 capital for the manufacture of oil engines and agricultural implements.

E. L. Garner has resigned his position as New York representative for the Swedish Separator Co. to join the Henry Furnace & Foundry Co., Cleveland, O.

The Imperial Oil Co., Limited, and the Great West National Gas Corporation, Limited, have entered into an agreement for the development of the Saskatchewan natural gas and oil fields.

The Machine & Stamping Co., Ltd., spark plug manufacturers at Toronto, changed its name on October 1 to the Russell Gear and Machine Co., Ltd., without changing the management.

The Montana Tractor Co., Tinley Park, Ill., is pushing work on its new assembling plant at Oconto, Wis. The building will be 150 x 200 and with equipment will cost about $150,000.

J. J. Arnsfield, advertising manager for Fairbanks, Morse & Co., Chicago, has been elected president of the Engineering Advertisers' Association of Chicago. He succeeds A. H. Hopkins, resigned.

The Falls Rivet Co., Kent, O., has purchased from the Ohio Wire Goods Mfg. Co. of Akron, all machinery, patents and patterns relating to the manufacture of cotter-pins and flat spring keys.

The Power Truck & Tractor Co. of Detroit, recently organized, is negotiating for the purchase of a tract of 12¾ acres in St. Louis as a site for a factory to cost between $500,000 and $1,000,000.

On November 3 the stockholders of Kardell Tractor and Truck Co., St. Louis, Mo., authorized the Board of Directors to increase the capital stock of the company from $1,000,000 to $3,000,000.

A concern to be known as the Garfield Steam Truck Corp., has been organized at Garfield, O., to manufacture steam driven trucks. It is stated that the company expects later to produce a steam tractor.

William W. Alexander, for ten years general manager of the John Deere Plow Co., with headquarters in Syracuse, N.Y., has been promoted to the position of general manager of the John Deere Plow Co., St. Louis.

The Universal Milking Machine Co., Columbus, O., has moved into its newly equipped plant at West Goodale Street and Michigan Avenue. The new plant and equipment were made necessary by the expansion of the company.

The Oliver Chilled Plow Works, South Bend, Ind., has ordered plans for another large addition to its plant. The improvement will consist of five new structures, which will be strictly modern in design and finish.

Imperial Oil, Limited, have purchased the plant of the Well Tool & Iron Works, Limited, at Calgary, Alta. It will be used by them for manufacturing and repairing tools and machinery used in their operations in the Canadian West

Frank W. Edlin, manager of the John Deere Plow Co., St. Louis, has accepted a position with the Moline Plow Co., Moline, Ill., as domestic sales manager. Mr. Edlin will assist George N. Peek, president of the Moline Plow Company.

Believing that pleasant home surroundings make contented workmen who turn out better work, the Timken Roller Bearing Co. has undertaken, and brought nearly to completion, the construction of 285 attractive modern homes for its employes at Canton, Ohio.

The Gotfredson-Joyce Corp., Ltd., are now making G & J motor trucks at Walkerville, Ont. The company expect to produce between one and two thousand trucks during their first year of operation and are employing about one hundred hands. The capitalization is $100,000, all paid in cash.

Fulton Motors, Ltd., have opened a plant at St. Catharines, Ont., and expect to be producing Fulton trucks within the next two months. The company are a branch of the Fulton Motor Co. of Farmingdale, N.Y. Three sizes of truck will be manufactured — one-ton, two-ton and three-ton. G. Denby is president of the company and A. F. Irwin vice-president.

It was announced recently that the American Axle Company, capitalized at $6,000,000, has become heavily interested in the Beaver Motor Truck Corporation, of Hamilton, Ontario, and in future would supervise the operation of the Hamilton factory. H. R. Williams, who organized the original Beaver Truck Company, will be president and general manager under the new arrangement.

A branch of the Boyce-Moto-Meter Co., Long Island, has opened at Hamilton, Ont. The moto-meters made by this company are standard equipment on 176 different makes of pleasure cars, trucks and tractors. At their United States plant last year 1,380,000 moto-meters were turned out and about 41,000 of these came to Canada. The Company now intend to manufacture them in this country both for Canadian trade and for export.

MACKENZIE, THOM, BASTEDO & JACKSON

Barristers, Solicitors, etc.

REGINA, SASK.

Specialists in the law affecting Implement Companies.

Solicitors for :

Advance-Rumely Thresher Co., Inc.; Aultman & Taylor Machinery Co., Ltd.; Robt. Bell E. & T. Co.; J. I. Case Threshing Machine Co.; Canadian Avery Co., Ltd.; Canadian Tillsoil Farm Motors, Ltd.; Canadian Oliver Chilled Plow Works, Ltd.; DeLaval Dairy Supply Co., Ltd.; Emerson-Brantingham Implement Co.; Hart-Parr Company; International Harvester Co. of Canada, Ltd.; A. Stanley Jones Co., Ltd.; Minneapolis Steel & Machinery Co. of Canada, Ltd.; Minneapolis Threshing Machine Co.; Nichols & Shepard Company; Petrie Manufacturing Co., Ltd.; Sawyer-Massey Co., Ltd.; Stewart Sheaf Loader Co., Ltd.; Tudhope Anderson Co., Ltd.; Watrous Engine Works Co., Ltd.; Waterloo Boy Kerosene Tractor Co. of Canada, Ltd.

KINGSTON

IGNITION SERVICE

SPARK PLUGS—COILS
MAGNETOS—SWITCHES

KOKOMO ELECTRIC CO.

KOKOMO - - - INDIANA - - - U. S. A.

Salesman Receives Gift

George Forsyth, a pioneer implement salesman, who has been with the Massey-Harris Co. at Regina for some years, was recently entertained to a complimentary luncheon by implement men in that city. Mr. Forsyth, who is resigning his position with the company, was presented with a gold-headed cane. He first came to Manitoba in 1882, locating at Emerson and subsequently at Winnipeg.

YOU CAN
SAVE 50% on
Fire Insurance Cost

Operating on Advance Premium Plan our Hardware Companies have paid 50% Dividend to Hardware and Implement Dealers in the United States since 1908.

Manitoba, Saskatchewan and Alberta Hardware and Implement Dealers can now make the SAME SAVINGS. Entire American Assets behind every Policy issued in Canada.

Net Cash Surplus—Over	$ 1,834,000.00
On Deposit With Receiver General of Canada for Your Protection	150,000.00
Insurance in Force—Over	212,000,000.00

Operating under Dominion and Provincial Supervision

For full information regarding our Policies, write at once to

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Mgr.

802 Confederation Life Bldg., Winnipeg

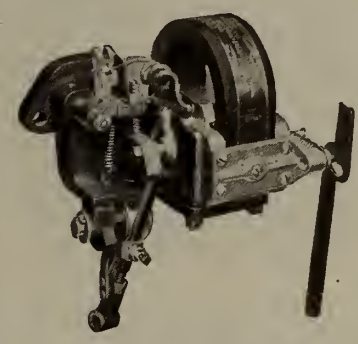
C. W. ATHEY, Provincial Agent, 124 Seventh Ave. East, Calgary, Alta.

A. E. ATHEY, Provincial Agent, 1720 Broad St., Regina, Sask.

Hardware & Implements **50%** **SAVE** GARAGES **40%**

Remarkable Magneto Service

An unsolicited letter from Mr. James C. Judge, Syracuse, N.Y., a Sales Representative of one of the large Gas Engine concerns, says:



Over 600,000 in Use

"In the four years I have been in this territory for the ——— I have sold 4,614 of their engines. Of this number three-quarters or over were equipped with your magneto. For the past year I have been selling them equipped only with the

WEBSTER MAGNETO

"In the time I have been handling the ——— engine I have not been called a half dozen times on account of ignition troubles."

THERE IS NO SUBSTITUTE FOR WEBSTER IGNITION.

46 WEBSTER Service Stations

WEBSTER ELECTRIC COMPANY
RACINE, WISCONSIN, U.S.A.

INTERNATIONAL AND VESSOT
A Profitable Combination

A VESSOT FEED GRINDER and an International Kerosene Engine--there you have an ideal combination for your customers. Help them utilize to the best advantage the many odd days between busy spells on the farm---give them an outfit that will pay dividends the whole year round. Rainy days and cold weather are no drawbacks to feed grinding, but, on the contrary, they add opportunities.

Say to them "Your neighbors must have feed for their livestock. Someone has to grind it. Why not you? Custom grinding will net you a nice profit---and aside from this you can save a good deal on your feed bill by doing your own grinding."

The manufacturers of Vessot Grinders challenge the world to produce better grinding plates than those bearing the stamp of genuineness---S.V. And more than fifteen years of engine designing and manufacturing experience by the Harvester Company is assurance that International Engines are made right--that they will render satisfactorily low-cost power service.

Vessot Grinders are made in nine sizes--6½-in. to 15-in. grinding plates--and there is an International engine or tractor adapted to every size.

INTERNATIONAL HARVESTER COMPANY
OF CANADA LTD.
HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.
EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST JOHN N B.

Leaders in the Trade Review Present Situation

(Continued from page 6)

dropping prices, that the bill would be less this time.

And what did I hear the clerk say? He named a price 20 per cent. higher than I paid last spring for the same shoe. That was what I call a stern fact.

Now I see many bargains advertised in papers and in show windows. I hope that many buyers do get many bargains. To me, though, these are theories. The shoes that I bought and actually paid for actually advanced in price, and I do not accuse anyone of profiteering. I have no proof.

There are some facts which everyone in the metal business knows. The price of pig iron advanced more than 213 per cent. in the last four years. The prices of steel more than doubled. Those who are familiar with manufacturing conditions know that coal, pig iron, labor, transportation and other things affecting the manufacture of agricultural implements are all on the high market.

The prices paid for malleables advanced about 400 per cent. in that period. The cost of labor more than doubled. The prices paid for farm machinery have not doubled though the prices paid for many farm products have doubled.

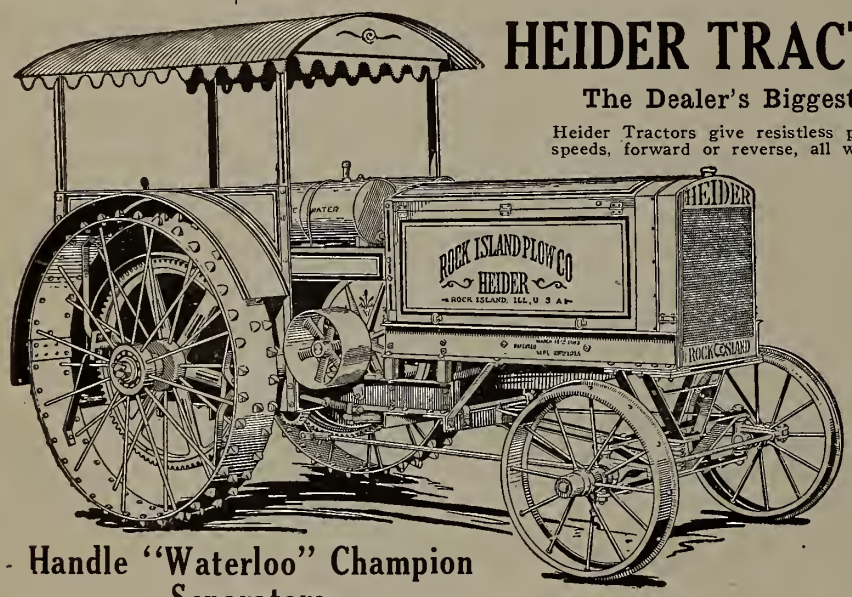
These are facts, not theories. The theory of an immediate reduction in the price of farm implements is unsound and not supported by the facts.

These facts should be passed on to the farmers of Canada. They are the men of good common sense and like facts. If we all understood these problems as we should when we know the facts, there would be less of unrest and dissatisfaction. There would be no Bolshevism.

When a man advances the theory that farm implements are due for an immediate drop in price, ask him for the facts. He can't produce them. He merely guesses that the wish he has in mind will come to pass.

Are you a theorist or a matter-of-fact dealer? Most of the farmers of Canada are hard-headed matter-of-fact men. When told why machinery prices cannot come down they need no other reason. Stick to facts when you are talking to the farmers and see that they know the facts.

LONDON CONCRETE BLOCK MACHINE
makes concrete blocks in all sizes and designs.
Concrete Blocks are suitable and economical for building dwellings, stores, barns, factories, and foundations.
The machine will save the price of itself in one dwelling. Send for Catalogue No. 3.
Agents Wanted in all Unoccupied Territory
LONDON CONCRETE MACHINERY CO. LTD.
Dept. K, LONDON, ONTARIO.
World's Largest Manufacturers of Concrete Machinery



HEIDER TRACTORS—12-20 & 9-16 Horse Power

The Dealer's Biggest Opportunity for 1921

Heider Tractors give resistless pull without jerking or vibration. Seven speeds, forward or reverse, all with one motor speed and one lever, for traction or belt work. No gears to strip—15 to 20 per cent fewer parts. Engine uses gasoline or kerosene without carburetor changes. High tension ignition, with impulse starter. The best tractor proposition on the market. Hitch your business to the Heider and watch your volume and profits increase.

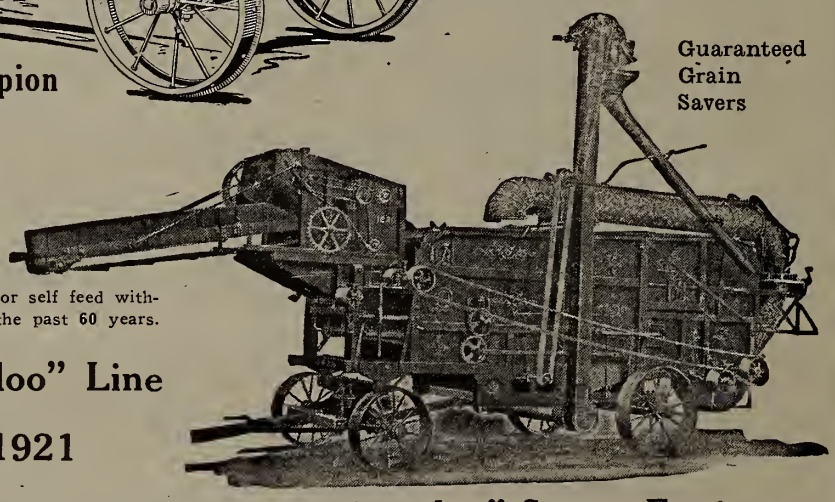
"Rock Island" Plows

Do perfect work with any tractor. Front furrow wheel lift. Extra clearance. Heavy materials. Rigid hitch. Sizes: 2, 3 or 4-furrow. Equipped with "C.T.X." Bottoms.

Handle "Waterloo" Champion Separators

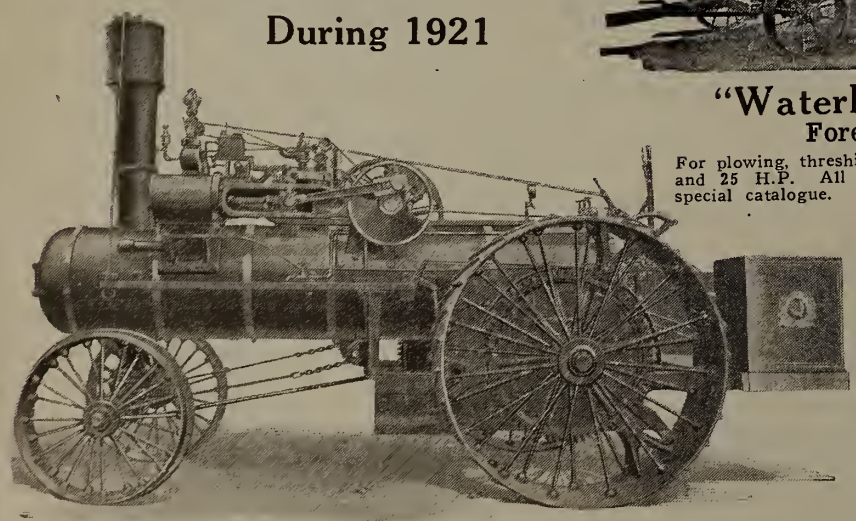
A Size for Every Tractor Owner
20 x 36, 24 x 36, 24 x 42, 28 x 42, 32 x 52, 36 x 56, 40 x 62.

Canada's best threshers. A line that assures maximum crop value for the farmers—good business for the dealer. Built for hand feed or self feed without change. The standard of perfection for the past 60 years.



Guaranteed Grain Savers

Represent the "Waterloo" Line During 1921



"Waterloo" Steam Engines
Foremost in their Class

For plowing, threshing and all power use. Made in 16, 18, 22 and 25 H.P. All boilers built for high pressure. Get our special catalogue.

Get the Agency for Our Lines

With the "Waterloo"—"Rock Island" Contract, dealers have a line of tractors, plows and threshers that sell easily on their unmatched performance. Favorably known to farmers everywhere. Ask for agency information.

We Manufacture and Distribute

Kerosene Tractors, Tractor Plows, Portable and Traction Steam Engines, Separators, Wind Stackers, Baggers, Threshers' Supplies, etc.

The Waterloo Manufacturing Co. Limited

REGINA PORTAGE LA PRAIRIE SASKATOON

Alberta Distributors: United Engines & Threshers Ltd., Calgary and Edmonton

Appointed Secretary of Sharples Organization

The Sharples Separator Company announces the recent election of W. F. Voelz as secretary of the company to succeed C. L. Moore, who resigned on October 1st. The company was very fortunate in securing the services of Mr. Voelz to fill the vacancy as Mr. Voelz has had considerable

W. F. VOELZ

practical experience and training that make him a valuable addition to the Sharples organization.

Mr. Voelz received his training in accountancy and commercial law at the New York University and since his graduation in 1910 has held important positions with large manufacturing concerns that have especially fitted him for his new work with the company. From 1914 to 1918 Mr. Voelz was auditor and credit manager for the John Lauson Manufacturing Company of New Holstein, Wis. From 1918 till August 1st of this year he was special auditor and investigator of the Firestone Tire and Rubber Company of Akron, Ohio, and Providence, R.I.

Farm Journal Helps Dealer

The importance of consumer advertising by manufacturers and distributors is well recognized by implement dealers but it is seldom that we find it so strikingly emphasized as in the advertisement of "The Nor'-West Farmer" appearing in this issue.

This advertising, which is a service to dealers, is a new departure in sales co-operation. It is but the introduction of a series of similar advertisements which will indicate to dealers lines that can be profitably handled.

Firms by advertising in "The Nor'-West Farmer," which has a circulation of 75,000, are assisting their dealers to sell to the good farmers of Manitoba, Saskatchewan and Alberta, and the publishers of this big farm journal claim that the advertisements appearing in it can be accepted as a good sales barometer.

They realize that dealers are busy but that every dealer wants to know just what assistance he is getting from the firms supplying him. To give this information briefly and effectively it will appear regularly in this paper and dealers can look forward with interest to the messages which will appear.

Cletrac Service Men Held Important Meeting

The eleven district service supervisors of the Cleveland Tractor Company held a meeting at Cleveland, Ohio, recently under the direction of Geo. W. Pontius, Jr., service manager.

Bringing together the service problems of every section of the U.S. and Canada they were able to formulate policies for next year which will be of great benefit to the Cletrac owner, the dealer and the manufacturer.

In discussing the results of their 1920 work it was determined that the Company's aggressive educational policy had saved both the owner and the dealer a great deal of trouble and expense. The Cleveland Tractor Company is firmly convinced that free tractor service is an injustice to all concerned, and its plan of educating the dealers' organization and the owner has gone a long way toward eliminating this menace to the dealers' profits.

Truck Company Open Canadian Factory

The Ruggles Motor Truck Co., a branch of the firm in Alma, Mich., are opening a factory at London, Ont. The company are capitalized at $3,000,000. They are now erecting the first unit of their plant, a building 417 by 80 feet, constructed of brick and steel sash. Three sizes of motor trucks will be turned out, 1½ ton, 2½ ton and 3½ ton.

The principal officers of the company are: F. W. Ruggles, president; E. L. Smith, secretary; M. Pringle, treasurer; C. D. Smith, in charge of manufacturing; G. R. Wilber, director of purchases, and D. M. Britton, in charge of engineering.

The Magneto in the Movies

The Eismann Magneto Corp., Brooklyn, N.Y., has produced a two-reel moving picture showing the major operations that enter into the manufacture of the high tension magneto.

It shows in an interesting manner the major operations that enter into the manufacture of high-tension magnetos, and by the use of animated technical drawings, the generation of the current, its distribution to the plugs, and the firing of the mixture in the cylinders.

The film has been shown to numerous universities and agricultural colleges and schools that maintain automotive mechanics courses.

Don't overlook the trailer business that can be picked up in town, as well as in the territory.

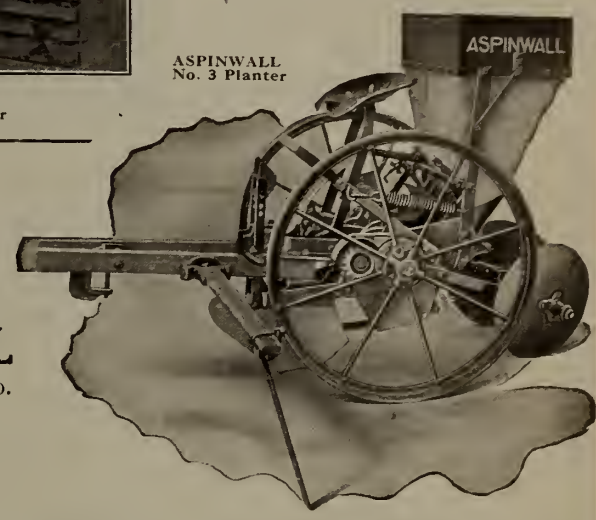
ASPINWALL
POTATO MACHINERY

ASPINWALL
Potato Cutter

BUILT of same HIGH-GRADE, FIRST-CLASS MATERIAL and WORKMANSHIP as furnished in the past--machines that will sustain our

ESTABLISHED REPUTATION

ASPINWALL
No. 3 Planter



FIRST SUCCESSFUL AUTOMATIC Potato Planter was an

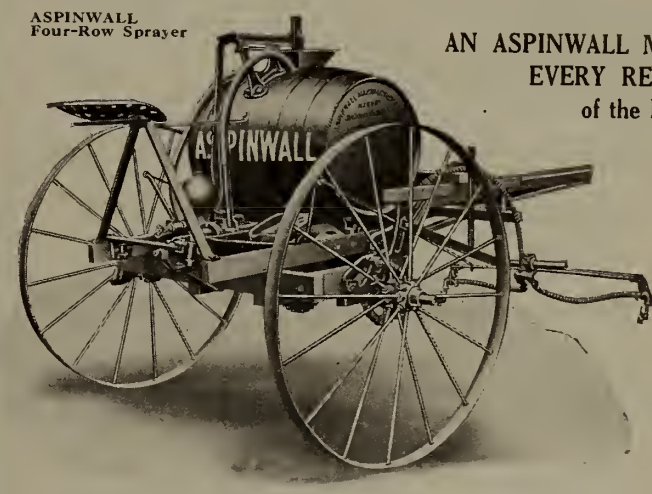
ASPINWALL

and our present No. 3 Machine is still acknowledged

LEADER

OUR 1921 CONTRACTS AND PRICES ARE NOW READY
:: WRITE FOR CATALOG AND AGENCY PROPOSITION ::

ASPINWALL
Four-Row Sprayer



AN ASPINWALL MACHINE for EVERY REQUIREMENT of the Potato Grower

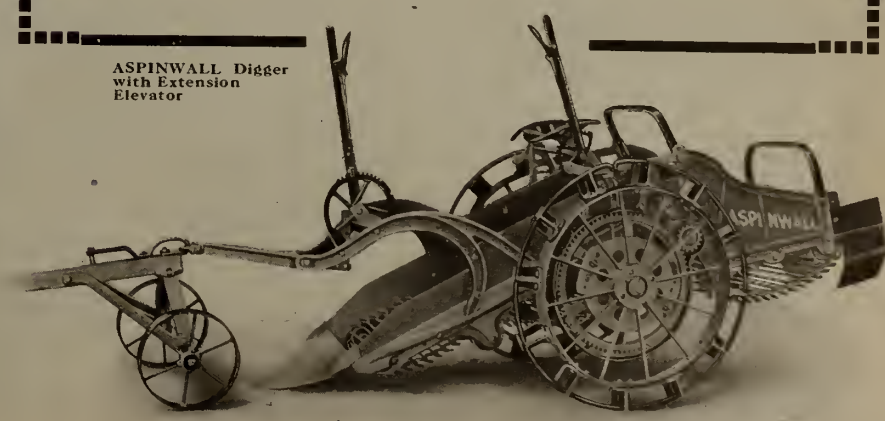
Cutters
Planters
Sprayers
Diggers
Sorters

WORLD'S OLDEST AND LARGEST MAKERS OF POTATO MACHINERY

Aspinwall Canadian Company Limited

GUELPH, ONTARIO, CANADA

ASPINWALL Digger with Extension Elevator



THE HOILAND
WILD OAT SEPARATOR

SEPARATES WILD OATS FROM TAME

MAGNET METAL & FOUNDRY CO., LTD.
WINNIPEG Sole Manufacturers CANADA

CONDITIONS AND CO-OPERATION

By George W. Matheson, 2nd. Vice-President, Saskatchewan Branch, Retail Merchants' Association.

Since I entered the retail implement business I have been strongly of the opinion that only through organization and co-operation could be better business conditions for the dealer. Personally I have done what I could to assist organization. Co-operation is the order of the day, and at the present time organized effort was never more necessary in the retail implement trade.

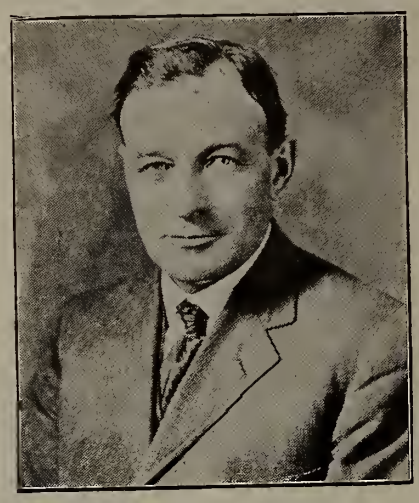
Owing to the decrease in the price of wheat this season, the need for dealers getting together forces itself on us in a way that it never has done. Farmers are not selling their products at a price which gives them any surplus, and the surplus is the only part of the crops the implement dealer ever gets. Owing to conditions, collections are very slow. The local merchant, as usual, is the one who suffers most. He is the link in the chain between wholesaler and farmer. In my opinion, it is useless to expect an ability to pay bills if there is only an individual effort put forth to bring farmers to see that the implement dealer should share in the general division of the wealth resulting from products sold.

I would like to suggest to the implement dealers throughout Western Canada that they INSIST on an equal share of the farmer's ability to pay, and also to discontinue the policy of making sales to renters except for cash, or when the landlord endorses the notes taken to cover credit extended the renter.

If this policy was adhered to sales would be curtailed, it is true, but so would bad debts. The latter are the natural outcome of the policy which dealers have followed in the past, and which some of us have adopted to our regret.

The only way to eliminate this injurious policy is for dealers to co-operate through their trade organization, all refusing to extend credit to renters except where the landowner endorses the notes.

The condition which we have experienced this year will very likely be more aggravated in 1921, espcially if, in the coming season, we have a short crop.



GEORGE W. MATHESON

Dealers in the United States have found similar conditions where a considerable proportion of their customers were tenant farmers. In most cases these men cannot meet their legitimate obligations.

This is but one phase in the business where allied effort, trade organization and co-operation can help the implement dealer. There are scores of other difficulties that we can overcome by combining together to solve our common problems. Organization does all of us good. It stiffens up the weaker members in the trade, and enthuses every man in the business.

The present and future policy of the dealer should be an application of optimism. Don't be a central station for pessimistic talk. That only makes conditions worse. Talk prosperity—not pessimism. Don't groan to the customer that business is dead. Instead show him that there is no sense in delaying buying because prices may slump in every line. Show him why this cannot be the case. Make your plans, hustle and pay strict attention to business. If machinery comes down in price, so much the better; if it does not, go after every sale in sight more aggressively than you ever have done in the past.

Whatever we may say, all business depends upon the farmer. If he has to sell at a loss in this readjustment of values then every other branch of business will have to play a part also in this situation. The manufacturer should stand his share of loss the same as every other unit in the trade.

The dealer should do his utmost to retain confidence and to inspire it in his customers. Slam pessimistic talk whenever you hear it. It is infectious, and helps no one. Follow up every possible prospect you have, and show the farmer that conditions call for cheaper agricultural production, which is only possible through the use of modern machinery. It is a time for conservative buying, carcful watching of all credit and close collecting. Above all it is a time when Western dealers should realize that association will be invaluable to them, as business men, in the months ahead of us. Let us go ahead as an organized business, and may success be the lot of all of us in the year we are about to enter.

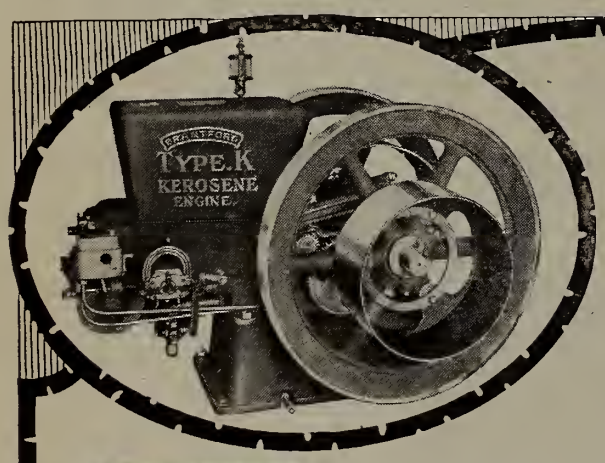
HOW ORGANIZATION BENEFITS THE DEALER

A Review of Activities, by the Implement and Automobile Dealers' Trade Section, Saskatchewan Branch Retail Merchants' Association.

The implement dealer need organization in a special way. Not only has he to meet the encroachments of manufacturers on his constantly decreasing profit margins—such as they are—but he has to look out for inroads from the consumer side, the farmer organizations, which are extending further and further into the retailing field in pursuit of the farmers' millenium, reinforced by protective legislation.

In Saskatchewan the first step towards organization was taken when the Saskatchewan Retail Implement Association was formed; the second when this body merged with the Retail Merchants' Association, in 1918. The Implement trade section executive was composed of five of the most active and far-seeing men in the province—all busy men. They could initiate reforms which would place the trade up where it belonged, but none of them had the time to devote to the work. The one thing necessary was to get a man who would confine his attention to carrying out the special work needed.

Early last spring an offensive and defensive alliance was made between the executives of the automobile and the implement trade sections, and through the instrumentality of F. E. Raymond, provincial secretary of the R. M. A., Harry T. Pizzey was appointed secretary



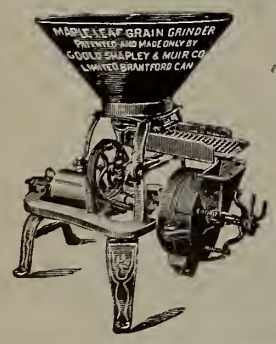
Quick Turn-Over Plus Good Profits

Our Made-in-Canada line—quality goods and prompt service—will assure you increased trade. We manufacture: Beaver Kerosene Tractors, "Ideal" Windmills, "Maple Leaf" Grinders. "Ideal" Kerosene Engines, Concrete Mixers, Steel Saw Frames, Power and Hand Pumps, Pumping Equipment, Steel Tanks, etc. We also handle Plows and Threshers.

Brantford Type "K" Kerosene Engines

Trouble-Proof, Economical—Three Sizes, 2, 4 and 7 h.p.

Sold at popular prices, with attractive discounts to the dealer. Type "K" engines will put new life into your engine business. Dependable. Easily operated. Every engine is guaranteed to develop excess horse-power and to positively not overheat running to full capacity all day burning kerosene. A great fuel saver. The "Brantford" has few working parts. Fuel tank is in engine base, magneto ignition, accurate governor and speed changing device. Write for particulars.



"Maple Leaf" Grain Grinders

Made in 6 to 15-inch sizes

Immense Capacity—Do Perfect Work

You can sell them easily. They have been known and preferred by users for over 20 years. They contain many exclusive points of real merit which are protected by patents. Specially designed, extra strong, and well built, allowing high speed and largely increased output.

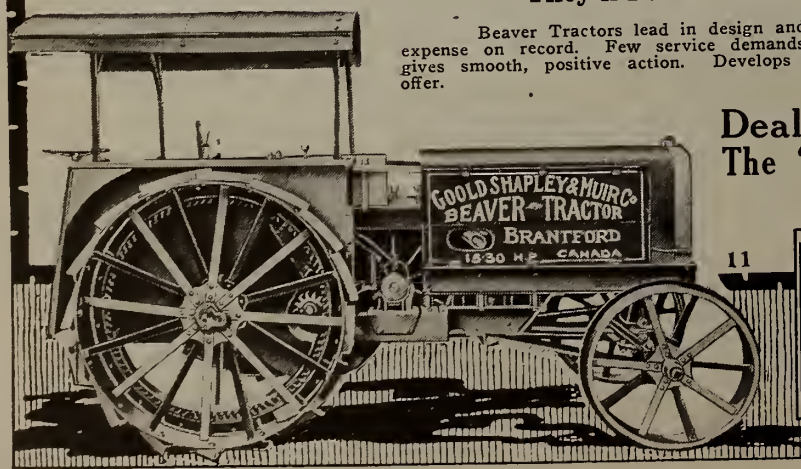
The "Ideal" Double Geared Pumping Windmill

—the simplest double-geared windmill made. Its roller and ball bearings insure running in lighter breeze and minimum amount of lubrication. Many "Ideal" Windmills are giving perfect satisfaction after 15 years' continuous service. The "Ideal" double-braced and double-girted tower is the strongest windmill tower made. Never blows down if properly erected. We furnish capable windmill experts to install complete outfits, if required.

Hitch Your Business to Beaver Tractors for 1921

They'll Pull Profits for You. Two sizes: 12-24 and 15-30 h.p.

Beaver Tractors lead in design and performance. Plow more acres on less fuel. The lowest maintenance expense on record. Few service demands—bigger net profits for the dealer. Seven-speed friction transmission gives smooth, positive action. Develops great surplus power on kerosene. Get complete details and agency offer.



Dealers: Make 1921 Your Biggest Year
The "G.S.M." Line is Your Golden Opportunity

11

Goold Shapley & Muir Co. Limited

Distributing Warehouses: Portage la Prairie, Calgary, Edmonton, Saskatoon

Factory—Brantford Western Head Office—Regina

of the joint trade sections to devote his energies wholly to the needs of those two bodies.

That was nine months ago. Notice the results up to date.

1. The moral weight of the whole retail trade in Saskatchewan added to the importunities of these two bodies, has won the attention of the government and manufacturer alike, and the old "we-will-talk-to-you-when-you-come-with-a-big-enough-club" attitude of the manufacturer has disappeared.

2. The facts and figures regarding the margins allowed the retailer, collected and collated by the secretary and presented with insistence where they would do most good, have been a long step towards a fair settlement of the margin question.

3. The real service which the members of the R. M. A. are getting from the provincial office has energized the dry bones of the old organization to such an extent that implement and automobile men are just flocking into line. During the past nine months the membership of those two trade sections alone has increased 300 per cent.

4. What is by no means the least important result, automobile and implement organizations are springing into life and activity in nearly every province in Canada under the impetus—plus publicity—of the Saskatchewan movement.

Acts and Re-actions.

Now, to develop these points a little. Probably, every automobile man in Canada knows what the "Saskatchewan Automobile Repairs Act" is. It was passed at the last session of the provincial house for the purpose of protecting the car-riding public in a way similar to that in which farmers are protected under the Farm Implements Act. Auto dealers in Saskatchewan were placed under the obligation of carrying all necessary replacement parts and repairs for all cars sold by them for a period of five years after the date of sale.

This bill was rushed through the house before the trade had an opportunity to digest it and make proper representations against it. In its headlong dash the burden of carrying the repairs was somehow transferred from the shoulders of the manufacturers to those of the retailer, and he was saddled with the obligation of having to stock parts amounting to anywhere from $500 to $5,000, depending on the make of car, all the year round, for every single automobile sold by him.

This act was the prime cause which drove the auto men of Saskatchewan into the arms of the R. M. A.

Uniform Implement Contracts.

With regard to the Farm Implement Act, there are a number of improvements which the association has recommended to the government, and which the government has under consideration, the most important of which is that the act should be amended to provide for a uniform contract which will allow to the retailer the same warranties from the manufacturer as he is bound to concede to the purchaser.

The persistency of the trade section secretary has at last worn through the armor-plated deafness of the manufacturer until, at last, he is beginning to hear some of the talk about the smallness of the margins allowed the retail dealer. In one case, assurance has been given that when next year's contracts are issued this injustice will be made right.

An array of statistics, prepared by the secretary, show the fluctuation of margins on twenty-five lines of farm machinery over a period of ten years. These figures yield the fact that while the cost of machinery, carrying charges and so forth, have advanced all the way up to 100 per cent, the actual money value of the margin allowed the retailer has remained practically stationary.

Trade Section Submits Figures.

Take, for example, one make of 8-foot binder. In 1914 the factory cost for this was $127. On a two-year payment basis, it retailed at $175, allowing a dealer, without taking into consideration the cost of laying down, a gross margin of $48, or 27.4 per cent on the sales price. In 1920 the same binder costs $241 at factory, selling at $287, giving the dealer a gross margin of $46, or 16 per cent of the selling price. During this period the cost to the dealer has increased 89 per cent, while his selling price has only increased 64 per cent, a difference which he has had to absorb into his cost of doing business.

In addition to this, the cost of laying down the implement at Saskatoon, in 1914, was $14.25, which reduced the dealer's gross margin to 19 per cent. In 1920 the carrying charges had risen to $20.75, which when subtracted from the 1920 gross margin of 16 per cent, cuts it down to an attenuated 8.8 per cent. In the face of this figures show that it costs the implement dealer 18 per cent to do business, figures which are verified by investigations made by the Minnesota Department of Agriculture into farm implement prices in that state. The significance of these figures is that, while even in 1914 the dealer was selling 8-foot binders, paying help and keeping together hearth and home on a margin of 1 per cent, in 1920, he is going into the hole at the rapid rate of over $9 on every $100 he turns over.

This is the kind of "unanswerable argument" which is having the effect of making the other unit in the implement industry sit up and think.

There are a number of services to which every member of the Saskatchewan branch of the R. M. A. is entitled.

Services Rendered by Association.

There is no business that requires the keeping of more accurate records than the implement business, and it is in the bookkeeping game that most implement men fall down—the same as in every other business in the country—the variety of lines in which he deals are subject to a similar variation in margins, and in order that he may know which of his lines are profitable, and which are not, it is imperative that he should keep accurate records.

The accounting department of the association, which is freely at his service, is, at the present time, preparing a bookkeeping system which will record the exact overhead cost on any single line of farm machinery. By using it, the dealer will know, at all times, which are his best profit-producing lines.

There is also a legal department to which all members may refer their difficulties for adjustment and advice. Every day auto and implement dealers are receiving information which, if obtained from a lawyer in private practice, would cost them more than their membership fee in the association.

The tariffs department is another purely service department. The service extends from the checking of freight bills for over-charges to the prosecuting of members' claims against the transportation companies for losses and breakages.

Collections and Advertising.

Two other services there are which the member pays for at actual cost. These are the collection department and the advertising department. Collections are made at regular rates which are well below those of other agencies. The great advantage of using the R. M. A. service is that the collection department works all the time in the light of a

The GRAY TRACTOR
Gray
Every Owner a Booster
Wherever the Gray Tractor has been used, it is well spoken of.
It has an enviable reputation for perfect work and long service that has been well earned by its consistent performance.
Following are some of the points of excellence that account for the satisfaction of all users of the Gray Tractor.
The Wide Drive Drum is a great asset. It crushes weeds and all trash flat ahead of the plows. It distributes the weight and assures perfect traction, even under unusual conditions.
Other features are: The direct drive, no bevel gears, no differential, straight spur gear transmission with shafts running on Hyatt roller bearings, three point suspension frame, dust-proof construction with all working parts enclosed, running in an oil bath. The four-cylinder Waukesha motor is built for heavy work, and the equipment for lubrication, cooling and ignition are chosen for their individual excellence.
Now is the time to get full particulars and make a thorough investigation of the Gray. Full details sent upon request.
GRAY TRACTOR COMPANY OF CANADA LIMITED
307-9 Electric Railway Chambers - Winnipeg
WESTERN DISTRIBUTORS:
NORTON & LIEF CO., LTD. Calgary, Alta.
C. WARING & CO. Moose Jaw, Sask.
THE TRACTOR CO., LTD. Saskatoon, Sask.
GRAY TRACTOR
WITH THE
WIDE DRIVE DRUM

credit rating system of which every member of the association is a part.

In these days of keen competition, the man who advertises gets the business. In the past, the luxury of owning one's paid advertising expert to write his business-pulling ads. has been confined to the large manufacturing and wholesale firms, and the mail order houses. Co-operative advertising is a new idea. Nevertheless, any member of the Saskatchewan R. M. A. may indulge in this expensive, necessity at the bare cost of the time actually taken on his work. The head of the advertising department is an expert in every phase of retail advertising, and he is always at the service of members to plan advertising campaigns, write their copy for the local press, compose, direct mail pieces, stuffers to go with letters, sales letters or collection letters.

These services are being extended as rapidly as the development of the association will allow in line with the policy of extension that has been the keynote of F. E. Raymond's administration since the inception of the Saskatchewan branch of the R. M. A.

The record of good work accomplished and useful services given is having notable results. Within the past nine months the membership in the implement and automobile trade sections has been trebled and new members are lining up every day.

Dominion-Wide Development.

The effect has not been confined to Saskatchewan. Mr. Pizzey the trade section secretary, has been active in infusing new life into implement and automobile organizations to the East and West, and, already Alberta has organized trade sections. In British Columbia the Automotive Association has joined hands with the R. M. A. New Brunswick has recently organized her implement and auto trade sections; and in Ontario the Automotive Association has merged with the R. M. A. Manitoba and Quebec have not yet wakened up, but the movement is young, and time is required to develop its full significance.

There is no question as to the necessity of organization, but purely provincial organizations will not be enough to give the implement dealer full recognition as a factor in business. The organization must be Dominion-wide, and the machinery which the R. M. A. is ready and able to place at the disposal of such an organization makes it the logical medium for the movement.

Advertising Service for Dealers

A meeting of the Local Distributors' Publicity League was held in Winnipeg on November 8th under the auspices of the Canadian Credit Men's Association.

W. J. Keyes, president and general manager of the league, gave in detail the scheme of the league. It is evidently proposed to secure as wide as possible a distributing stock so that a greater interest may be taken in the movement and a wider co-operation secured. The league seeks the endorsation of jobbers and manufacturers so that the country merchant and his farmer customer may be brought into better harmony.

Part of the propaganda calls for the appropriation by rural merchants of 3 per cent. of turnover, to be expended, one-half on advertising and one-tenth in fees to the league, in return for which fees the merchant receives advertising copy and service. By having wholesalers and jobbers as shareholders, Mr. Keyes showed the ease with which suitable copy can be secured for forwarding to the merchant, who, by expending more money in his local paper in a more beneficial class of advertising, business-getting advertising, will help the paper to become a better medium for both advertising and news. The remainder of the fund thus created by the three per cent. appropriation, is to be spent on community improvement.

Dairy Show Dates

February 1st, 2nd, 3rd and 4th, 1921, are the dates decided upon for the annual meeting of the Manitoba Dairy Association, the Western Dairy Manufacturers' Executive, the Manitoba Dairy Manufacturers' Association, and the Western Canada Ice Cream Association, which will be held in the Fort Garry Hotel, Winnipeg.

The largest exhibit of creamery butter ever got together in Canada will be on exhibition. Over 200 entries have been received from the provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario and Quebec.

Appointed Director

M. F. Christie was recently appointed to the directorate of the Great West Life Assurance Co., to succeed P. C. McIntyre, deceased. This well known concern commenced business in Winnipeg in 1892. It now has eighteen branch offices in Canada and three in the United States. The insurance in force is over $250,000,000.

Automobile Production

In the United States last year, passenger automobiles were built by 140 different manufacturers. Of these, only twelve can be classified as makers of what are termed "popular" cars.

The number of automobiles built during 1919 amounted to 1,657,652. Of these, the twelve constructed 80 per cent.—1,340,000! Of the 140 manufacturers, only 35 have an output of 5,000 or more cars annually.

A similar situation exists in the manufacture of trucks. Last year, 165 manufacturers built 316,364 trucks. Of these, the 15 leading truck builders produced 215,800, or 68 per cent.!

The tightening of credit did not hurt the larger manufacturers to any great extent, but it did cause considerable apprehension among the 100 or more who could not well afford to reduce their prices and go along on the same plane as their bigger competitors.

Grain Elevators in the West

The grain elevator system in the Canadian West has grown enormously in recent years. There are, according to the Hon. George Langley, minister of municipal affairs for Saskatchewan, not fewer than 3,600 (thirty-six hundred) elevators in the three prairie provinces from 40 to 60 feet high and capable of storing from 20,000 to 30,000 bushels apiece on the average, a few reaching to twice the greatest enumerated capacity. In other words, upwards of 110,000,000 bushels of wheat can thus be stored at the one time.

Collections

It requires no expert mathematician to prove that collections have broken no record for speedy settlement this year. In effect, in holding his grain for a higher price, the farmer gambles on the money of those to whom he is in debt. That applies to the majority of cases. In others the men actually have ready resources and simply won't pay. We cannot blame farmers as a group, but it is safe to say that with many farmers the shortage of money is due to the way they have speculated in land and other ventures.

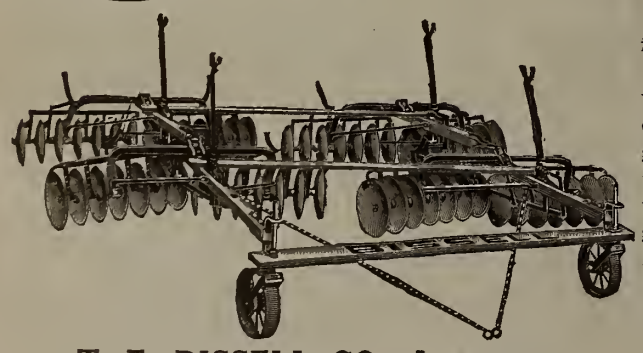
Speculation is all right in its place, but not when you make men suffer who accommodated you. Land hunger is one of the causes why collections are poor. If positions were reversed—if the dealer gambled on the farmer's money—do you think the trade would be allowed to forget the fact? Similarly, it is a sane policy to make every effort to get outstanding accounts settled. This year is a good object lesson for the man who believes that long term sales are the correct policy in the implement business.

Yes, Hank, we agree that buggies, like diamonds, come under the heading of luxuries.

PUMPS
AND
Clothes Reels
Made in the best equipped factory in Canada.
We make and handle pumps for all kinds of work.
We also install hydro-pneumatic Farm Water systems.

SUCCESSORS TO
The Riesberry Pump Co.
(Established 1882)
WRITE FOR DEALERS' PRICES
North-West Pump Co.
T. N. WILLIAMSON W. J. MERRELL
Phone 607
19-6th Street Brandon, Man.

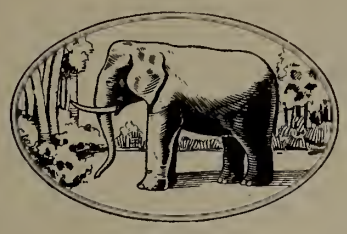
Bissell *Combination 4 Unit* **DISK HARROW**



This illustration shows the 4 Unit Disk combination for use with Tractors. The units can be made up of 12, 14 and 16 plate Harrows. While long gangs cannot cultivate uneven ground, this combination has the advantage of being able to cultivate centre ridges, and the short gangs, which are flexible and conform to uneven ground, follow down to cultivate the depressions made by the tractor wheels. In passing over a stone or obstruction the gangs pass over naturally without strain to the Harrow or injury to the Disk plates. Ground cultivated by these Harrows is left level and smooth. Easy to turn about at corners; quickly detached and the units separated for use with horses or light tractors. A most serviceable outfit.

Write for Booklet and Literature about Harrows
Sold by John Deere Plow Company's Agents

T. E. BISSELL CO., LIMITED
Elora, Ont. Factories at Elora and Ingersoll, Ont.



JUMBO FARM ENGINES

How to Sell More Jumbo Engines

SHOW your customers some of the many ways they can use a Jumbo Engine to do more work with less help. Grinding feed is one way. With a Jumbo Engine and feed mill, a farmer grinds his grain whenever most convenient or necessary.

Positive governor holds any desired speed under varying conditions of load. Adjusting lever permits 20% change of speed while engine is running.

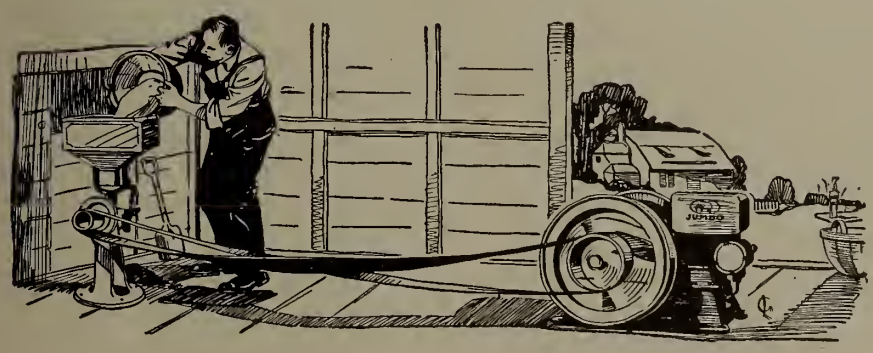
Oversize valves insure full power and reduce carbon. Jumbo Engines stand the hard knocks of farm work and make satisfied customers.

Write nearest branch to-day for sales plan and catalog. Full line, $1\frac{3}{4}$ to 12 h.p.

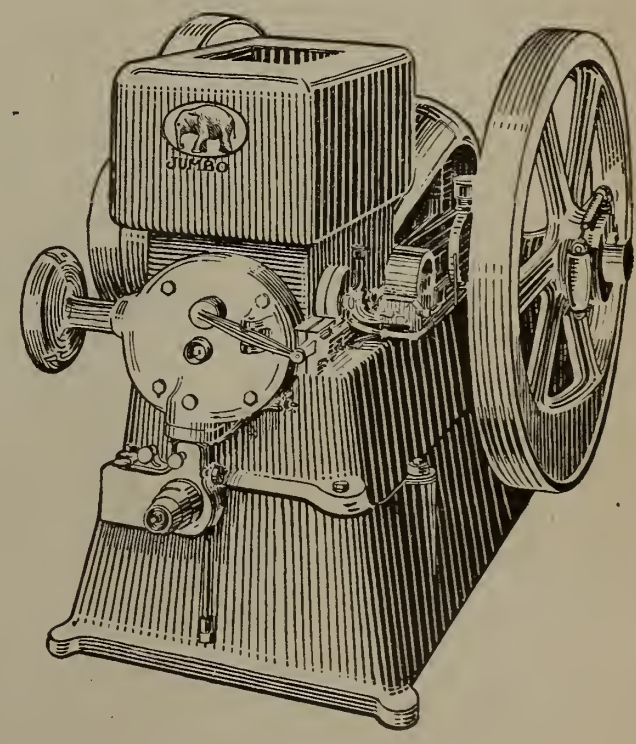
Manufactured by

NELSON BROTHERS COMPANY, Saginaw, Mich., U.S.A.

ENGINES, FEED MILLS, PUMP JACKS



Jumbo Engines are equipped with a specially designed mixer that supplies exactly the right mixture. An auxiliary valve does away with a fuel pump. Correct mixture and efficient ignition explain why Jumbo Engines always start easily.



TUDHOPE-ANDERSON COMPANY LTD.

Western Canadian Jobbers

Winnipeg Regina Saskatoon Calgary

Merchandise and Mentality

In considering the wrangling that goes on internationally among powers, principalities and states, let us not forget the gloom bug, that active germ that permeates the mental state. We have not studied the scientific effect of mind over matter as extensively as we might, but we do know that mental attitude is a factor which has a mighty important bearing upon business.

It is an axiom in medical science that fear predisposes infection. Doubt, uncertainty, pessimism, woe, and a sinking feeling below the solar plexus are symptoms which indicate the active operation of the gloom bug.

Mental conditions change rapidly. One man affected by the gloom bug can come into a perfectly optimistic office, and in less than an hour it is a vale of woe.

Because mental conditions can change rapidly, markets sometimes change rapidly. In the merry past farmers bought at high speed. They were getting good prices and were on the market for commodities. In some lines they even over-bought. They had a fear, in cases, that prices would go still higher, and they wanted to buy so as to avoid loss. Even so did the careful housewife rush at sugar sales in the immediate past—and now, alas! she has stocks of a commodity that took a weird slump.

In like manner the mental state again gets to work. The idea exists that one must not buy, that we can only expect prices to go lower. Add to this the fact that farm products have rocketed down in price and the attitude of the farmer is understood. He got record prices; the sun shone, the world seemed lovely. Prices fell to pieces and the gloom-bug deploys his millions in a frontal attack on the mental state. When men believe that a scarcity exists they usually buy, and thus accentuate the scarcity, or produce a scarcity where none existed. When they refrain from buying, the goods become more plentiful.

The trouble is that when the farmer refrains from buying he does not set in advance a certain lower price at which he will buy. He says: "If you will sell me the goods at a price that will compare with the drop in grain prices, I will consider buying." It is obvious that this cannot be done in connection with farm equipment, unless manufacturers keep on making goods to sell at a loss, so as to even up with the loss the farmer claims he has sustained. We must remember that in the joyous days the prices of machinery did not keep pace with the rise in value of agricultural products, even though production costs increased enormously. Freight rates advanced nearly 70 per cent. since 1914, raw materials increased, sales taxes add to the cost of goods. Should material prices fall to pieces to-morrow, we can not expect to sell cheap implements next week unless stocks made at high prices are slashed as to prices.

Again, if there is no buying there is no selling. If there is no selling there is no production. Restricted production, a shortage of equipment, means that the farmer cannot procure the equipment to lower his production cost. Restricted production also means unemployment, closed factories, bad times—less buying.

But the gloom bug will not help the situation. Pessimism is poor medicine in times like these. It makes conditions worse, not better. Agriculture is a basic industry. It will go on—it must. If we do our utmost to promote business we will find that it pays better to lay our plans and go ahead than to sit still and moan about conditions. Let us be neither foolishly optimistic nor unduly pessimistic. Remember that the farmer was the first man to benefit by rising prices—and naturally he is the first man to feel their reduction. The farmer needs no brief. He had his good going during the war. His business was more profitable than that of the implement dealer—although he has never been slow at blaming the retailer for the increased cost of goods. But nervousness, uncertainty and the policy of lying down to things will not better conditions in the trade. What the industry must do is to retain the confidence of the buying public.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION
AND
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

SUBSCRIPTIONS
$1.00 per year in Canada: Foreign $1.25 per year Single Copies, Ten Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, DECEMBER, 1920

Service and Organization

Implement dealers' trade associations have but one reason for existence — the service of the membership—helping them to be better merchants; to better serve their customers. Group action is absolutely necessary—never more necessary than to-day and in the uncertain future.

So the association is just as much your business as it is the business of those elected to office. Officers can do much, but they cannot make the association the great power it should be without the full co-operation and steady support of the membership.

The Closing Year

In but a few days the season of Christmastide will be with us once again, and we will be on the threshold of another year. The year that is now drawing to a close opened auspiciously. Business was good. Providence gave the Canadian West a bountiful crop in the great majority of districts, then that bogey we have talked of for the past few years —Readjustment—stepped in and applied a cold douche to the spirits of most of us.

But in tallying up things this Christmastide, we will find that we have much to be thankful for. The shadow of war no longer lies across our daily lives. Compared with the conditions obtaining in other countries, Canada is a land of prosperity. We have no reason to be gloomy or morbid—especially when we look back to the days of 1914 and 1915 when it was probable that not only business, but our whole country, might go under in the struggle for existence as a nation and an empire.

We carried on and won out—and we can still "carry on" as a nation and as individuals. That much we surely owe to-day to the countless little crosses that stand across yonder in France and Flanders. These men died that our land might be inviolate —that we might have peace and opportunity to continue our lives and our lines of business.

These men kept faith; let us remember their sacrifice and their example. They met the long odds and faltered not. Especially at this season let us not forget the families—ah! so many —in every community where a loved one is missing—one who lies over yonder. We have a personal duty in making Christmas real for the kiddies of the men who did not come back. Let not our own troubles cloud the fact that we owe a debt to sacrifice we can never fully repay.

Christmas is a season when we should endeavor to forget the cares and worries of business life. They are very real, very insistent, but life at best is but a little journey. Let us make the most of the Christmas Days in our lives, in our homes, in the life of others. A widening of the Christmas spirit, Peace and Goodwill, is something that will do much to smooth away the ravelled skein of the world's troubles — the differences and misunderstandings between men.

With our December issue we complete our sixteenth year of

publication as Western Canada's only implement and tractor trade journal. In our every issue during the year we have tried to be of service to every subscriber and advertiser. We have kept before the trade all that was topical, interesting and of importance in the tractor and implement industries. Despite steadily increasing publishing costs we have maintained and improved our service to our readers, and our ideal is to continue as in the past to fulfil our functions as your business magazine—a contact with the bigger business world in which you are a unit.

To our loyal advertisers everywhere we extend our hearty thanks for their unfailing support. With their co-operation in the coming year we hope to serve them to the best of our ability so as to promote and increase the sale of their lines through the most efficient and economical channel—the retail dealer.

To one and all—dealer, jobber and manufacturer, we extend our heartiest greetings. May business rapidly readjust itself, and may your efforts during the year bring you full measure of reward. May you and yours have Health, Happiness and Prosperity throughout 1921, and may success attend you along the road that lies ahead.—The Publishers.

Death Calls General Attorney

A sudden and severe loss was sustained by the International Harvester organization, and particularly the law department, in the recent untimely death of Samuel Dexter Snow, who had been a member of the legal staff ever since the company was organized and had for more than a year occupied the important office of general attorney.

Quiet and unassuming in manner; dignified, courteous and cordial in all his relations; patient, orderly and sure, with a special genius for seeing every task rightly and promptly done; these qualities, plus a most engaging personality, placed Mr. Snow high in the affections and respect not only of the Harvester organization but of all those who knew him.

The decedent was born in Madison, Wis., in 1862. He was educated in Chicago and graduated from the Northwestern University in 1885. For 16 years he engaged in private practice, and in 1901 joined the legal staff of the Deering Harvester Co. In 1902 he passed with that company into the service of the harvester organization. In August, 1919, he was appointed general attorney to succeed the late Philip S. Post. He is survived by his widow, his mother and one sister.

U. S. Manufacturers Want Import Tariff

At the recent convention of the U.S. National Implement and Vehicle Association, considerable discussion took place on the subject of an import tariff on Canadian farm machinery. The association comprises all the leading manufacturers of farm equipment in the United States. They passed a strong resolution on the subject of machinery imports, the text of which follows:

"Whereas, The Canadian government imposes various ad valorem duties on agricultural implements, farm tractors, grain threshers and farm operating equipment of all kinds, when imported from the United States, and

"Whereas, The United States government permits the importation free from duty from Canada into the United States of farm implements, farm tractors, grain threshers, and farm operating equipment of all kinds, thereby seriously placing the American manufacturers of the above-named products at a great disadvantage with their Canadian competitors, not only in connection with the Canadian trade, but also in competition for trade in the United States, and

"Whereas, During the past three years a large amount of farm implements, grain threshers and other farm operating equipment has been imported into the United States from Canada free of duty to the detriment of American manufacturers as above set forth, therefore be it

"Resolved, That the government of the United States be requested promptly to adopt such measures, including such congressional action, as may be necessary to place the tariff laws of the United States on a reciprocal basis with those of the Canadian government in so far as they relate to the importation into either country by the other of the manufactured products above referred to, and be it further

"Resolved, That the members of this association appeal to their representatives in the congress of the United States to further the action of the government requested in this resolution."

Confidence as a Trade Tonic

FAITH in the future of a country or a business expresses itself in selling courage. If we lie down to conditions, reduce staffs, suspend advertising, we merely increase pessimism and kill business.

When conditions return to normal—as they will, and soon—what tractor or plow will be most in demand? What engine? What separator? What harvesting machine? The answer is:—The make sold by a concern with CONFIDENCE, that has been kept constantly before the dealer and farmer. Selling courage is expressed in publicity.

Implement firms have thought of a trade paper in terms of distribution only. Remember that every dealer is potentially a local demand creator for farm machinery. In times like these he should be assisted to create a demand for goods. Trade advertising is the most economical and efficient promoter of volume in a period of falling prices and low demand. Meet the situation by increased sales effort through increased advertising.

Personal

W. Stenier has opened an automobile business at Griswold.

Martin & Frederickson are a new implement concern at Castor.

Lamers Bros. have opened an automobile business at Raymore.

John Duczysyn has sold out his implement stand at Kamsack.

Carl Ahlstead has sold out his implement business at Raymore.

C. Baker is owner of a new automobile business at Medicine Hat.

Bensetti & Hulme have opened an automobile concern at Saskatoon.

W. G. Collier, a dealer at MacGregor, has sold out to Joseph T. Jones.

W. J. Miller, a dealer at Trouax, has sold out to C. J. Davis.

F. M. Dalton has closed his automobile agency business at Cereal.

The Portage Harness Co. has been incorporated at Portage la Prairie.

R. H. Porter has opened an automobile agency concern at Carman.

The General Motor Service Co. have opened for business at Rocanville.

The Kilpatrick-Maryson Motor Co. have opened for business at Victoria, B.C.

Boyd Bros. have discontinued their automobile business and garage at Hanna.

The South Side Vulcanizing Works, Moose Jaw, have sold out in that city.

Hugh Frame has discontinued his implement business at Champion.

T. A. Easson is reported to have discontinued his implement business at Avonlea.

Kennedy & Fitzsimmons have commenced in the farm machinery business at Red Deer.

A. McAllister is the name of a new implement dealer who is now operating at Chinook.

Merrington & Brown have commenced in a manufacturers agency business at Nelson.

The Adams Auto Accessory Co. have opened premises in Norwood, a suburb of Winnipeg.

W. Hanson has sold out his automobile business at Red Deer to a dealer named A. O'Neil.

It is reported that the Lestock Repair Works, Lestock, will discontinue operations in that town.

Huber & Son is the name of a new implement firm who have commenced operations at Lipton.

John A. Cowan, Winnipeg, has been granted a patent on a grain-cleaning machine of novel design.

The Lines Battery Repair Works, Drumheller, has changed its name to the Lines Electric Co.

Partnership has been dissolved in the Ford Garage at Courtenay. Mr. Emde continues the business.

W. J. Skinner has bought out the implement business at Pinkham formerly carried on by Fred Hall.

W. J. Simpson, implement dealer at Hamiota, has sold out to a firm named Vicary & Turney.

W. M. McBeath and Mr. J. Bell have formed partnership in a garage business at Portage la Prairie.

W. Pepin, an implement dealer at St. Paul de Metis, is adding hardware lines to his business in that town.

The Fleming Machine Co., Edmonton, recently suffered considerable loss through fire on their premises.

Karl Osiowy, Lemberg, has sold out his implement business in that centre to a firm named Sauer Bros.

A change in ownership is reported in connection with the Saskatchewan Harness Co., Prince Albert.

R. Collins has opened an automobile and garage business at Richlea, having bought out Snider's Motor Co.

A change of ownership is reported in connection with the Ronald-Smith Cultivator Company, Winnipeg.

The Anthes Foundry Co., Winnipeg, sustained considerable damage by fire on their premises November 13.

J. T. Hanna, an automobile dealer at MacGregor, has sold out his interests in that town to D. G. McLaughlin.

The Grand Forks Garage Co. have changed the name of their branch business at Penticton to the McInnis Garage.

Hirsch Bros., automobile dealers at Prelate, have dissolved partnership. Ralph Hirsch continues the business.

A. Demers, an implement dealer at Debden, is reported to have sold out his implement business in that town.

J. Pollock will open a new business at Camrose, where he will manufacture auto tops and will do car upholstering.

Finley P. Mount, president of the Advance-Rumely Co., La Porte, Ind., recently paid a business visit to New York.

H. S. B. Wheeler, implement and hardware dealer at Edgerton, has sold out his hardware stock to Morrow & Clendennan.

Partnership has been registered in connection with the Edmonton Tractor and Implement Company, Edmonton.

The Lount Engineering Co., Winnipeg, has applied for authority to increase their capital stock from $60,000 to $75,000.

Franklin Hess has been appointed general attorney for the International Harvester Co., Chicago, succeeding the late S. D. Snow.

L. A. Smith, special representative of the Avery Co., Peoria, Ill., recently paid a visit to the Canadian branches of the company.

F. E. Raymond, secretary of the Retail Merchants' Association, Saskatchewan branch, was a recent business visitor to Winnipeg.

Harry E. Montford, assistant superintendent of the Rock Island Plow Co., Rock Island, Ill., died Nov. 19 as a result of a stroke of apoplexy.

Robert Hardy, foreman for the John Deere Plow Co., Winnipeg, had his hand badly crushed the other week when handling a gasoline engine.

H. R. Eade, manager of the Magnet Metal & Foundry Co., Winnipeg, was confined to his home with a severe cold the first week in the month.

E. E. Lyday, manager of the Maytag Company, Winnipeg, spent a week at the Saskatoon branch of the company the latter part of November.

H. R. Eade, manager of the Magnet Metal & Foundry Co., Winnipeg, paid a visit to the leading western cities the last week in November.

It is reported that Jas. McEwen, the pioneer implement dealer at Togo, has sold out his hardware and implement business to Brown Bros. & Cobbe.

M. Cook, manager of the Gilson Mfg. Co., Winnipeg, leaves, the latter part of the month, to spend some time at the factory and head office at Guelph, Ont.

L. J. McDougall and M. C. Machan are partners in a new concern handling tractors, farm engines, implements and accessories at Portage la Prairie.

Pickett & Teslock auto dealers at Rhein, have dissolved partnership in their business in that town. R. M. Pickett will carry on the business in the future.

R. McKenzie, manager at Winnipeg for the McLaughlin Motor Car Co., recently returned after a couple of weeks at the factory and head office at Oshawa, Ont.

Bert Ackland, manager of the auto accessory department of D. Ackland & Son, Ltd., Winnipeg, recently returned from a buying trip to Chicago and other points.

C. L. Messecar, manager of the Brantford Cordage Co., Brantford, Ont., recently spent a few days in Winnipeg calling on the local distributors for his company.

D. Drehmer, manager for the John Deere Plow Co., Winnipeg, returned from a visit to the Deere factories in the United States the first week in the month.

S. J. Syverson has been appointed manager at Minneapolis for the Emerson-Brantingham Implement Co. Mr. Syverson was formerly branch manager at Fargo.

Considerable damage was done by fire to the premises of W. Burrows, an automobile dealer at Miami, on November 12. Three cars and a lighting plant were destroyed.

Sir Lomer Gouin, formerly Premier of Quebec, has been elected a director of the Cockshutt Plow Co., Ltd., Brantford, at the request of British and French shareholders in the company.

We regret to note the recent death of S. Medd, a well-known implement dealer at Pierson. The late Mr. Medd was popular in his town and territory, and carried on a very successful business.

Kelly Bros. have opened a new implement and automobile warehouse at Humboldt. They will handle Gray-Dort and Chevrolet cars, Case tractors and threshers, and Fairbanks-Morse electric lighting plants.

F. N. McDonald, manager of McDonald & McKinnon, Manitoba distributors for the Briscoe Motor Car Co., announces that the exclusive Briscoe agency for Winnipeg has been assigned to the Fort Garry Motor Co.

P. S. Houghton, of Jackson Machines, Ltd., Saskatoon, reports that his company produced about one hundred and thirty sheaf-loaders during the past year. They now employ about 25 hands the year around.

C. A. Polson, manager of the Twin City Separator Co., Minneapolis, recently spent a few days at the Winnipeg offices of the company. Mr. Polson reports a heavy demand for the Twin City line in the United States.

C. Roe, manager at Regina for the Anderson-Roe Company, returned recently from a visit to the head office of the Emerson-Brantingham Implement Co., Rockford, Ill. He reports the factories are busy on 1921 goods.

H. W. Hutchinson, vice-president of the Sawyer-Massey Co., Hamilton, Ont., will visit the Winnipeg branch of the company the latter part of December. A meeting of the Western branch managers will be held in this city.

A. T. Anderson, manager of the American Grain Separator Co., Winnipeg, recently paid a visit to the head office and factory of his company at Minneapolis. He reports business dull in the Twin Cities, with poor collections.

James Cunningham, manager of Western Implements, Ltd., Regina, was purchasing cigars heavily one day last month, while wearing a broad smile. The reason was a fine pair of baby boys who came to the Cunningham home.

W. N. Robinson, manager of Robinson-Alamo Ltd., Winnipeg, distributors of cream separators and lighting plants, is at present on a business trip during which he will visit Toronto, Chicago and other points in the central States.

Robert Bell, president and general manager of the Robt. E. Bell Engine and Thresher Co., Seaforth, Ont., recently spent a few days at the Winnipeg branch of the company where he went into conditions with Mr. Cole, western manager.

W. D. B. Boyd, implement and farm equipment dealer at Roseisle, reports that he has sold out his interests to the Roseisle Lumber and Implement Co. Mr. Boyd has carried on a very successful business in this centre for a number of years.

W. J. Wilson, sales manager of Western Steel Products, Ltd., Winnipeg, was in a mighty cheerful mood on November 22. An enquiry elicited the fact that a son and heir had taken up residence at the Wilson home. Good luck to the little partner.

We regret to learn that Thomas Findley, president of the Massey-Harris Company, has been in poor health recently, and has only been able to spend part

of his time at his desk. We trust that soon Mr. Findley may return to his usual energetic condition.

A happy evening was held by the social club of the Canadian Fairbanks Morse Co., Winnipeg, the latter part of November. E. A. Kemp, manager of the gas engine dept., was in charge of the very fine house orchestra, which is a feature in the local branch of the "C.F.M." household.

Mr. Forsyth, of the Bert Conway Estate, Regina, recently returned to that city after a visit to the Eastern factories. He reports that arrangements for 1921 goods have been completed and that his company are in good shape to supply dealers with the lines they handle for the coming season.

R. S. McLaughlin, president of General Motors of Canada, Oshawa, Ont., and W. T. Sampson, president of the Gananogue Spring & Axle Co., Gananoque, Ont., have been elected president and vice-president respectively of the National Automobile Chamber of Commerce of the Dominion.

W. J. Jones, manager of Christianson Implements, Ltd., recently returned from South Dakota, where the new sheaf-shocking machine manufactured by his company was thoroughly tested in the field last harvest. Mr. Jones states that the machine did excellent work and that a great demand is evident from farmers.

E. E. Brockett, manager at Minneapolis for the Cleveland Tractor Co., Cleveland, was in Winnipeg recently looking for suitable local premises in this city for the location of their western branch house. Mr. Brockett is well known to the western trade, as at one time with the Big Four Tractor Co. in Winnipeg.

Arrange a corner or rest room for the farm women. A few magazines and an easy chair or two will prove a potent factor in future business with the farmer's wife.

A Handy Folder for Tractor Dealers

The Tractor Division of the Hyatt Roller Bearing Company has just issued to the trade a very interesting anti-friction bearing specification folder in the handy railroad "time-table" size. When unfolded it forms a large wall chart that shows not only Hyatt Bearing locations, but the locations of all makes of anti-friction bearings on all prominent types of tractors in use in Canada and the United States.

There are eighty-seven manufacturers of wheel type machines and eighteen track-driven machines listed.

It was the endeavor of the Hyatt Company to have only those machines that are now on the market included in the list, as space would not permit listing experimental jobs or models which are no longer being manufactured.

In each instance, the bearing specifications have been carefully checked by data supplied by the various manufacturers to make certain their correct tabulation. A limited number of these charts are available for further distribution to dealers and distributors and may be had by writing the Hyatt Roller Bearing Company, Chicago, Illinois.

Sales Manager Resigns

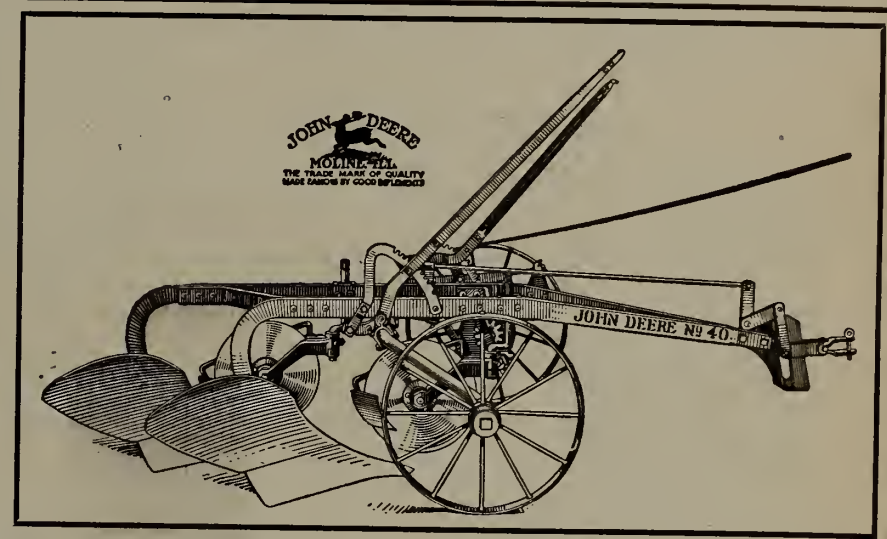
W. H. Williams, sales manager of the Eagle Manufacturing Co., Appleton, Wis., resigned his position with that company the beginning of November. Mr. Williams spent a week or two in the Canadian West during the past month, visiting his farm interests in this territory. He will leave Appleton in the spring for St. Joseph, Mich., where he has purchased a fruit farm.

Mr. Williams is well known to the West Canadian trade as formerly a manager for the Hart-Parr Company in this territory.

Ability is largely application.

--THIS PLOW HAS BEEN SPECIALLY DESIGNED AND BUILT FOR THE FORDSON TRACTOR

IT IS KNOWN AS THE JOHN DEERE "40"

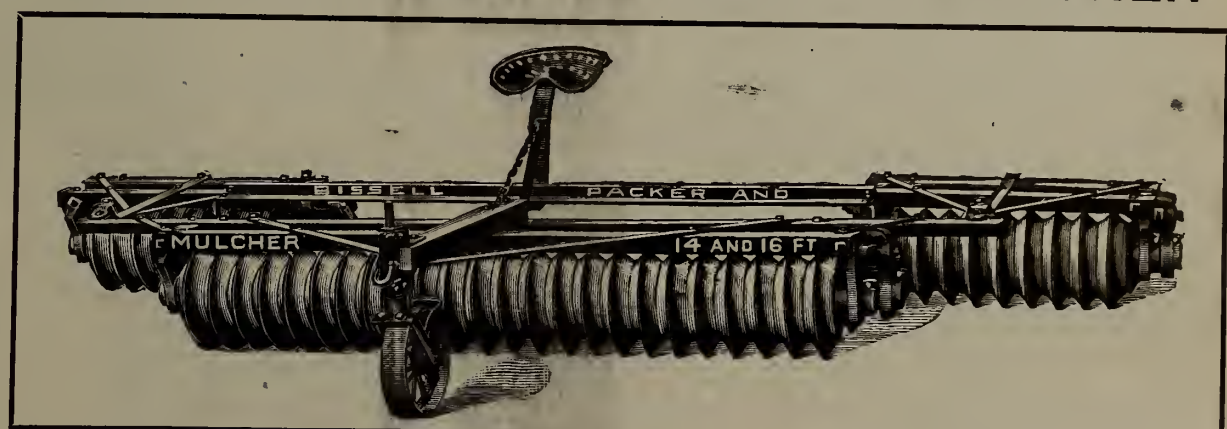


THERE is nothing made in agricultural implements that is more dependable than this *entirely new plow*. Beams are guaranteed not to bend or break because they are made of new process John Deere steel that is proof against any strain it can be put to in the field with a Fordson Tractor.

The self-adjusting "Fordson" hitch keeps the bottoms running true and level at all depths. They neither "nose in" nor "hop out" of the ground. When you once adjust the plow for depth with the depth lever, the hitch point automatically regulates itself to the correct line of draft. You don't have to jump off to do it.

There is far more in this plow than meets the eye. We strongly urge upon you to write us at once for full particulars. You can certainly make it a profitable line.

The NEW BISSELL PACKER and MULCHER



POSITIVELY the greatest moisture-saving tool ever invented for the preparation and maintenance of the seed bed. This entirely new implement (the first of its kind made in Canada), pulverizes and packs the soil while in the same operation it creates a perfect dust mulch. We illustrate the 14-foot size. Knowing, as every dealer does, how much his business hangs by the seed beds of his immediate neighbors, we affirm that with the *New Bissell*, the farmer of a whole section can deal with his soil as effectively as the enthusiastic small gardener does with his little patch.

Every Good and Kind Wish for Christmas

Distributors for Western Canada:

JOHN DEERE PLOW COMPANY LIMITED

WINNIPEG : REGINA : SASKATOON : CALGARY : EDMONTON : LETHBRIDGE

Grain Growers' Annual Report

The annual report of the United Grain Growers, Ltd., shows that the combined profits of the company and its subsidiaries for the year totalled $699,770. This is a little over one-half of one per cent. on the total turnover of $113,000,000. The net profits of the parent company were $463,675, before the business profit tax was deducted.

The total volume of grain handled in the past year was 24,503,000 bushels. The total sales of the machinery and supplies department, including lumber, coal, building materials, foodstuffs and farm machinery amounted to nearly $7,000,000. This is said to show an increase of $750,000 over the 1919 volume of sales in this department. As usual the volume of business done in implements and machinery is blocked with other supplies sold by the company, no specific figures on this line being given.

The present paid-up capital of the company is $2,608,547. The reserve account totals $1,750,000. Special reserve for contingencies $50,000; credit in profit and loss account $187,000. The directors have been authorized to increase the borrowing powers of the company to $15,000,000.

Carriage Factories Show Deficit in Statement

Carriage Factories Ltd., Orillia, Ont., recently issued their annual statement for the year ending July 21, 1920. The statement shows a deficit for the year of $36,845 as compared with one of $27,531 for the previous twelve months.

Gross profits for the year were $302,635, to which sundry revenue added $32,860, gave a total of $335,496. Against this is charged $157,488 under the heading "Administrative and Selling Expense," bringing the earnings down to $178,007. Further charges of $214,852 are set against this sum, giving a net loss carried to current surplus of $36,845.

The amount of $214,852 charged against the earnings, after the deduction of operating expenses, is made up of the following items: Bond interest, $28,692; bank interest and charges, $51,316; bad debts reserve, $17,162, and reserve for inventory, $117,681.

Total assets amount to $3,898,364, of which $909,469 comes under the head of inventories. Bank loans and overdraft are $609,284, against $715,435 a year ago, showing a decline of over $100,000 in borrowing.

Cockshutt Plow Co. Shows Increased Profits

The annual report of the Cockshutt Plow Company, Limited, shows an increase in net profits from $571,586 to $660,921. Dividends amounting to 7½ per cent. on preferred stock were paid, as against 4 per cent. in the previous year, and the balance at credit of profit and loss was $576,434 as against $399,387. Loans were reduced from $594,767 to $124,924. Earnings on preferred were at the rate of 10.23 per cent., as compared with 8.84 per cent. in the previous year.

The subsidiary companies — Adams Wagon Company and Brantford Carriage Company — have had a very successful year.

Increasing Plant Capacity

President H. Cockshutt reports that there has been a large and well sustained demand for the Cockshutt line during the year. An even greater volume of business could have been done if the company could have accepted all the orders offered. According to the president, this was prevented not only by difficulty in securing labor and materials, but also by the insufficiency of the plant to handle the volume of business received. The directors have accordingly decided that additions should be made to the plant at Brantford, and the buildings are now well advanced. President Cockshutt says:

"The continued growth of our business, combined with the very high prices now prevailing for the principal raw materials used by the company, will require a greater amount of money than has been needed in the past for the purpose of carrying the necessary raw materials and goods manufactured and in process."

Mr. DEALER

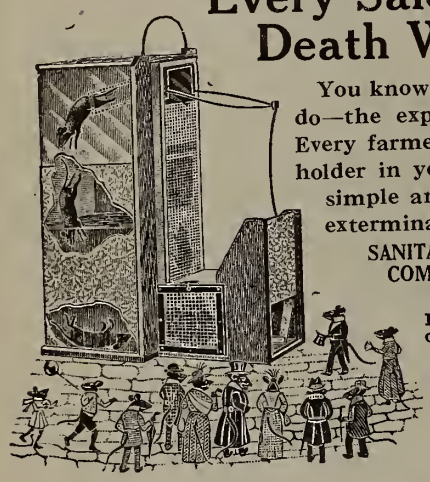
The Farmers are asking for

CATER'S PUMPS

His goods are the standard, and prices are right.
BE SURE and send your orders to CATER, and get the business in your district.

H. CATER, Brandon, Man.

Every Sale Means a Death Warrant to Rats!



You know the damage that rats and mice do—the expense of boarding those vermin. Every farmer in your district—every householder in your town—is a prospect for this simple and efficient Rat Trap. Absolutely exterminates all rats and mice.

SANITARY, AUTOMATIC, ALWAYS READY
COMPACT; REASONABLE IN PRICE.

Write at once for our attractive Quantity Discount to Dealers. Get a stock. They sell on sight.

Write at once to

THE CUTHBERT COMPANY
118 Grain Exchange
Winnipeg - Man.

The Best Trap ever Invented

Dealers: Bull Dog Fanning Mills

Will Increase Your Business—and Profits—in 1921

You can get—and hold—the Fanning Mill trade in your district next year by selling the famous BULL DOG line. It assures a maximum demand. Satisfactory sales and good profits. Why? Because farmers KNOW that Bull Dog Mills are the best machines made for capacity and wonderful efficiency in cleaning all mixtures. They give the customer clean grain and top prices—conserving all his dockage for feed. They assure perfect seed grain for next season. Our Force Feed Roller and Weed Screen Sieve—exclusive features—give cleaning results that cannot be duplicated. And there's a BULL DOG to suit any size of farm. Get complete information—NOW.

Canada's Largest Line of Grain Cleaners

24, 32, 40, 48 and 64-inch sizes
Capacities: From 25 to 150 Bushels per Hour

Don't handicap your business by handling an unknown line. Concentrate on the sale of Bull Dog Mills and you'll make money. We guarantee prompt delivery of all sizes.

The Bull Dog Line Includes:

Fanning Mills, Elevator Cleaners, Wild Oat Separators, Smut Machines, etc.

The Twin City Separator Company Ltd.

Quelch St., Winnipeg, Man.

Address all correspondence from Southern and Central Alberta to R. W. DOW, Box 1405, Calgary, Alberta.

The New Improved 40-Inch BULLDOG with Power Attachment and Wagon Box Elevator

Get the Agency

Roberts Advertising Manager for Emerson-Brantingham

Harlow P. Roberts has been appointed advertising manager of the Emerson-Brantingham Implement Co., Rockford, Ill., according to a recent announcement. Mr. Robert was reared on a Wisconsin farm and graduated from the University of Wisconsin College of Agriculture in 1917. He joined the E.-B. company in 1919 after he was released from service in the army where he served as a captain in the infantry.

His first work for E.-B. was handling the extension department of the farm power bureau. A year ago he was appointed assistant advertising manager and for several months has had charge of that department. In addition to practical farming and manufacturing experience, Mr. Roberts has both written and lectured on modern farming methods.

Well Known Dealer Sells Out

George W. Matheson, the well-known implement dealer at Craik, Sask., has sold out his business in that town to Brown Bros. of Davidson. The latter firm will carry on the establishment at Craik as a branch, which will be under the charge of A. D. Brown, who was formerly manager at Regina for the Tudhope-Anderson Co. Mr. Brown has had a wide experience in the implement business and should be very succesful in his new location.

Mr. Matheson has been in business at Craik since 1911. He is second vice-president of the Saskatchewan branch of the Retail Merchants' Association. He has not yet announced his plans for the future, but left Craik December 1st for a vacation.

Avery Literature

The Avery Company, Peoria, Ill., recently issued their card of "Cold Weather Tips" for Avery owners. This opportune card gives points the tractor owner should observe in winter care of the tractor.

Another recent Avery publication is "Helpful Hints." The 1921 copy of this bulletin is now being distributed and it contains a wealth of information for owners of outfits. The cause of various operating troubles in the tractor, thresher and plow are listed and remedies for these troubles clearly and tersely given. These booklets should be very useful for distribution to owners by Avery agents. They will do much to eliminate the trouble of the dealer getting unnecessary calls for service.

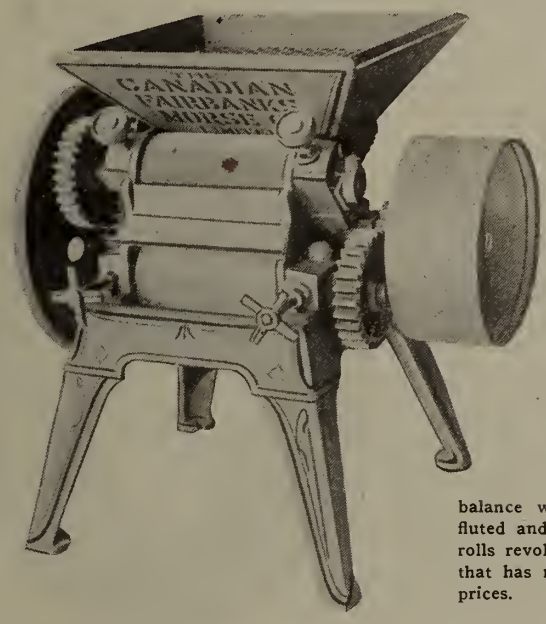
An Automotive Show

Arrangements are being made to hold a show, to be called the "Western Canada Automotive Show," in the large hall of the Board of Trade building, Winnipeg. The dates proposed are February 14 to 19. The movement evidently germinated from the editorial on the subject which appeared in the October issue of "Canadian Farm Implements." It is anticipated that some eighty exhibitors will exhibit motor equipment. Applications for space have to be made by December 15th.

Every job the farmer is doing with antiquated equipment is an opportunity for you to increase your business.

U. S. Tractor Production

A total of 175,000 tractors were built in the United States in 1919. Production for 1920 should not greatly exceed 200,000. At the present time there are 120 tractor companies in commercial production. Last year 12 companies built 150,000 tractors, or over 85 per cent. of the total number produced by all companies. This year the percentage of total production turned out by the leading companies will equal 1919.



FAIRBANKS-MORSE Feed Crushers

A Seasonable Line

Two Sizes--2 and 3-Roll

In conjunction with Type "Z" Engines, you can sell no better line at this season than Fairbanks-Morse Roll Crushers. They are in demand everywhere for crushing horse feed. Farmers have proven that it pays to keep their horses in good condition during the winter by using crushed feed. The capacity of our crushers varies from 25 to 50 bushels per hour, according to power used and the kind of grain.

Immense Capacity—Easily Driven

Heavy, solid construction. Handy adjustment for varying fineness of work. Large capacity hoppers. The strong, wide-faced gears and heavy balance wheel ensure smoothness of operation. The 6-inch by 12-inch rolls are fluted and sharpened. Give exceptionally long service without re-sharpening. The rolls revolve against each other at different speeds, giving thoroughly crushed grain that has maximum feed value for the stock. Let us send you full particulars and prices.

For Solid, Permanent Engine Trade in 1921

FAIRBANKS-MORSE "Z" Farm Engines

1½ H.P. 3 H.P. 6 H.P.

Over 250,000 Farmers Own One

Develop your engine market the right way and you should sell a "Z" Engine to every prospect in your territory. Show farmers the economy, efficiency, compactness, reliability and in-built quality of the "Z" Engine. Have one on your floor. Belt it up and demonstrate its smooth, powerful operation. The "Z" Engine will take care of all winter work—feed crushing and grinding, pumping, electric lighting, sawing, grain cleaning, etc. With every engine sold you increase your demand for power-operated machines.

Handle all farm work at lowest cost. "Z" Engines operate on kerosene, distillate, coal oils and other cheap fuels as well as gasoline. They are throttle-governed, assuring constant, reliable power under varying load; steady speed and fuel economy. High-tension magneto ignition. Speed regulator; removable bushings in bearings; suction fuel feed, removable, water-cooled cylinder heads, protected fuel tank, etc.

With Our Lines, Dealers Steadily Forge Ahead

The business of Canadian Fairbanks-Morse Dealers increases substantially each year. They reap ample reward and look forward with confidence because our line assures them a steady opportunity for profitable, satisfactory business. Now is the time to get information on the "C. F. M." Agency.

We Manufacture and Distribute: Type "Z" Engines, Fairbanks-Morse Separators, Wallis Tractors, J. I. Case Plows, Electric Lighting Plants, Grinders and Crushers, Fairbanks Scales, Windmills, Water Supply Systems, etc.

The Canadian Fairbanks-Morse Company, Limited

WINNIPEG REGINA SASKATOON CALGARY

Hyatt at Los Angeles Show

In the recent U.S. National Tractor Show of the West, the Hyatt Roller Bearing Company were represented with a very interesting display in charge of the Pacific Coast Division, headquarters in San Francisco.

The Hyatt booth was in keeping with the rustic scheme of display that characterized this first outdoor show, held in the woodlands adjacent to Los Angeles.

In addition to farm tractor applications, the Hyatt display showed the use to which their bearings are put in the automobile, truck and industrial world. Their display attracted much attention at the show.

Plymouth Cordage Had Large Volume

The Plymouth Cordage Co., North Plymouth, Mass., held their annual meeting at Boston, Mass., recently. The shareholders voted to issue 25,000 shares of employees' special stock of a par value of $10 a share, to be offered to employees upon such terms as the Directors may determine. Although the value of the products sold, $23,400,000, was less than in 1919, the quantity of goods sold in 1920 was greater than in 1919.

Returning Goods

Now that the wholesaler is pushing hard for settlement of his accounts the dealer has to go after collections strenuously. But some wholesalers complain that dealers are returning unsold goods without any fair cause—simply unloading their stock on the jobber and asking that it be credited to their account.

It is the dealer's own outlook if he overstocks, and in backing his business judgment he should carry over what he could not sell. There are doubtless many cases where it is perfectly right to return goods, but not in all cases. The returned goods problem is one that the wholesalers are up against and it seems likely that the man who throws back stock which he purchased, merely to unload it, will be remembered by the jobber the next time he orders.

Inventor Dead

Jos. K. Sharpe, president of the Indiana Mfg. Co., Indianapolis, Ind., died at his home in that city recently. Mr. Sharpe was one of the founders of the Indiana Mfg. Co., which was organized in 1891. He was the inventor of the Sharpe grain saver to be attached to threshing machines.

Heads Magneto Company

The accompanying portrait is that of E. A. Hawkins, general manager of the Webster Electric Co. Racine, Wis. Mr. Hawkins being a very modest man, it was

E. A. HAWKINS

with difficulty that we persuaded him to sit for his portrait. For about 18 years he was connected with the Western Electric Co. and for some time before joining the staff of the Webster Electric Co., was its general sales manager of both the telephone and power departments, with office at New York City.

Since his coming to Racine, the Webster Electric Company has shown a marked advance all along the line and has still further established its enviable reputation for scientific research and its practical application in the ignition field. The company is rapidly extending its service department and now maintains 46 service stations.

This company also enjoys an extensive business in Canada and across the Atlantic, where its reputation has already become established, and some of the largest producers of slow speed internal combustion engines are equipping their product with Webster ignition.

Chase in Britain

The Chase tractor, as manufactured by Chase Tractor Corp., Toronto, was in action in the recent Lincoln Tractor trials in England. The Chase organization have opened a British branch house at 1 Regent St., London.

Cars in Manitoba

Manitoba's automobiles are valued at $40,000,000, according to an estimate made at the provincial government offices. Thirty-six thousand three hundred and twenty-two licenses were issued for automobiles up to the end of October.

Massey-Harris Purchase Property

The Massey-Harris Co. has purchased the Gordon-McKay building in Brandon for $130,000. It is reported that the company has also secured options on adjoining property and will use the Brandon branch as a distributing centre.

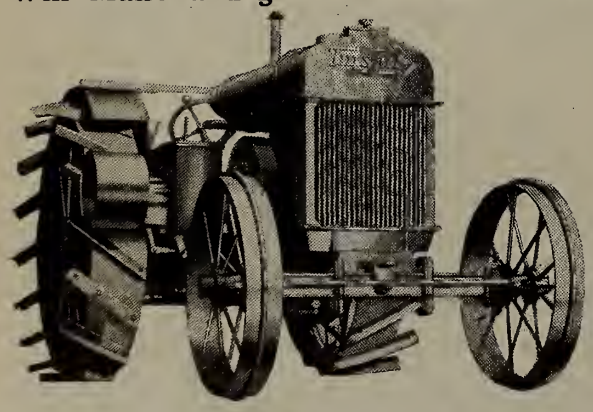
Tractor Manufacturer Dead

Chester Haines Kinnard, vice-president of the Kinnard & Sons Co., tractor manufacturers, Minneapolis, died recently, aged 40. Mr. Kinnard was born in Indianapolis, Ind., and came to Minneapolis when a child. He has been connected with the implement and tractor business for a number of years.

TILLSOIL 18-30

With Power Like A Steam Engine

Will Make a Big Cut in Farm Production Costs for 1921



"Tillsoil" 1921 Catalogue Now Ready

TILLS THE SOIL WITH OIL

The "Tillsoil" is backed by a million dollars of Canadian capital and with a factory having facilities for manufacturing better than five complete machines per day.

With its unusual reserve power and exceptional economy in fuel and oil consumption, the "Tillsoil" is guaranteed to "make good" on any farm.

TO DEALERS.—Agencies are now being closed for this high-class, big-selling Farm Engine. Get in on it while your territory is open. Write us anyway.

Canadian Tillsoil Farm Motors Limited

WESTERN HEADQUARTERS:

46 HARRIET ST. (Cor. Harriet and Notre Dame), WINNIPEG

THE WESTERN PULVERIZER PACKER & MULCHER

CURES DROUGHT & SURFACE CRUSTING

Magnet Metal & Foundry Co., Ltd.

SOLE MANUFACTURERS

WINNIPEG, CANADA

Display for National Tractor Show

The J. I. Case Plow Works, Racine, Wis., announce that they will have an exceptionally complete exhibit of their lines at the National Tractor Show, to be held at Columbus, Ohio, February 7th to 12th, 1921.

This showing will comprise four Wallis tractors, a Wallis motor and a Wallis cutaway chassis. Also J. I. Case motor trucks and cultivators, and a Wallis thresher. A special feature will be a display of rear wheels with different types of grousers, also tractor plows in both moldboard and disc types, tractor disc harrows, listers and lister trucks.

The Matter of Rating

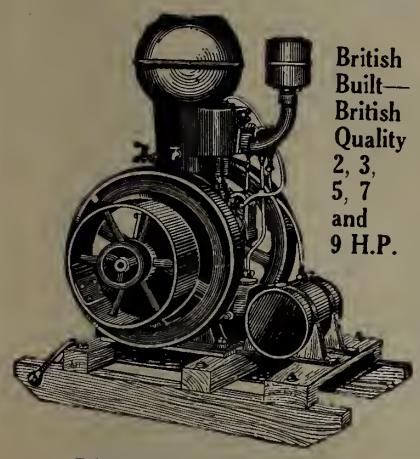
To agricultural engineers in other countries the British practice of rating steam engines, tractors, is strange as "nominal" horse-power. What we want to know, for import purposes, is the brake and drawbar horse-power of the machine. In criticising the method of rating, "Implement and Machinery Review," London (Eng.), says:

"At the Lincoln trials the Fowler steam cable tackle, which turned over the heavy land without trouble when hauling a five-furrow plow cutting six inches deep and ten wide, was described as driven by engines of "8 h.p.," and on an adjacent plot an oil tractor, in distress with a three-furrow plow, was nearly 30 h.p.! The whole thing is too confusing in its present form, and a uniform standard ought to be substituted. Why should a steam engine capable of delivering something like 60 h.p. be rated at 8 or 10 n.h.p. and an oil tractor be rated at — b.h.p. every time?"

Don't assume just because a man's working for you that he's your personal slave; in five years you might be working for him.

The "Lister" Line For 1921—Your Opportunity

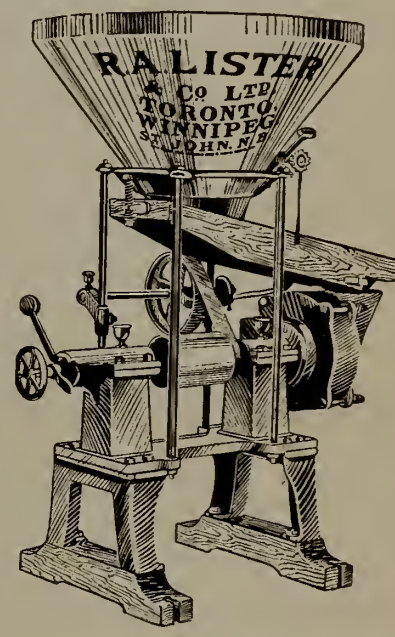
PROFIT MAKERS FOR EVERY MONTH IN THE YEAR



British Built—British Quality 2, 3, 5, 7 and 9 H.P.

Lister Farm Engines

Ask for Agency Particulars



Lister Grinders

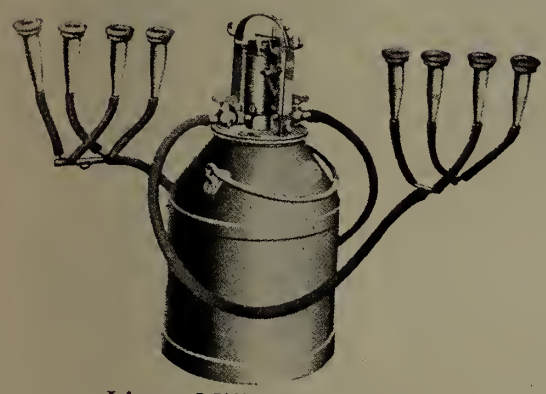
FIVE SIZES.

6 TO 12-INCH PLATES.

Guaranteed to grind more feed on the same power than any grinder of the same size on the market. Heavy shaft; extra long bearings. Reversible plates. Worm force feed. Sold with or without base. Now is the time to push grinder business.

Lister-Bruston Electric Lighting Plants

Automatic. Direct connected. Made in 14 sizes. Capacities from 60 to 1,500 lights. A size to sell for every demand. Driven by the famous single, twin and four-cyl. Lister slow-speed engines. Also storage battery lighting plants with which your customer can use his own engine.



Lister Milking Machines

The Lister Line Includes:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, "Melotte" and "Lister-Premier" Cream Separators, Milking Machines, Churns, Ensilage Cutters, Silos, Sawing Outfits, Pumps, Pump Jacks, Power Pumping Outfits, etc.

Get Lister Lines Behind Your Business
Increase Your Volume and Net Profits!

LISTER MILKERS

The world's greatest milking machines. Any engine from 2 h.p. up will operate it. Simple design, easily cleaned. No wear on parts. Perfect action. Easily regulated Pulsator—alternating suction and absolute release.

Lister-Premier Cream Separators

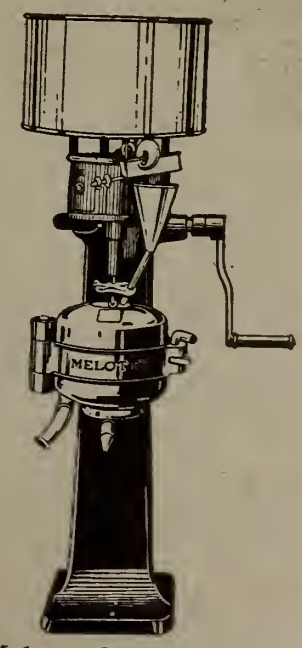
Melotte Cream Separators

12 Sizes: Capacities, 280 to 1,300 Lbs.

We can make immediate delivery of all sizes. The "Melotte" bowl is self-balancing and frictionless. Hangs from a single ball bearing. In construction and skimming efficiency the "Melotte" is the World's Foremost Separator.

Lister-Premier Cream Separators

Seven sizes: Capacities 220, 280, 350, 500, 650, 800 and 1,000 pounds per hour. British quality construction. Aluminum discs. Easy to run—easy to clean. The "Lister-Premier" is a money-maker for both farmer and dealer. Get literature, prices and attractive sales offer to agents.



Melotte Cream Separators

Is Your Territory Open? If so, write at Once

R. A. LISTER & CO. (Canada) LIMITED

WINNIPEG, MAN. TORONTO, ONT.

Four Tractors in this Family

The family of G. Wiersig at Alva, Oklahoma, have somewhat of a local honor, as members of this family have more tractors than any other family in that neighborhood, and a national advertising campaign built around them.

In 1917 G. Wiersig, the father of three sons, learned the secrets of power farming, and purchased a 12-25 Avery tractor, which he operated for three years with an expense bill of thirty cents. His son, G. H. Wiersig, followed his example when he found that he could put a 12-25 to good use on his farm.

C. J. Wiersig was next with his 12-25, and in the two years he has had it, he hasn't put out one cent for expenses.

About this time G. H. Wiersig needed a bigger machine. As he was satisfied with his first 12-25, naturally, he wouldn't look around much for another make of outfit, so he went right back to the dealer who had served him so well the first time, and bought his second tractor—a 45-65 this time, trading off the 12-25.

Robert Wiersig was the third son to enter the ranks of tractor enthusiasts and in the spring of 1920 he purchased an Avery 18-36. This is a tribute to the tractor, and also to the dealer who sold this family.

The members of this family, with their Avery Tractors, make a sizable demonstration.

That Income Tax

It is true that at present writing few of us will be in the millionaire class as regards the 1920 income tax. But the farmer is lucky in this regard. The Minister of Finance states that only 2,277 out of the 120,000 farmers in Saskatchewan were income tax payers. In all Canada only 6,490 farmers pay Federal income tax. Last year, out of over $18,085,000 paid in income tax only 2 per cent. was contributed by farmers. This means that Canada's agricultural wealth—between 40 and 50 per cent. of the total national wealth—makes practically no contribution while non-agricultural wealth has to foot the bill.

New Tax Regulations

Further regulations in regard to the enforcement of the sales tax came into force on November first. Retailers and wholesalers are obliged to purchase licenses from the Inland Revenue. The tax for both classes of merchant is $2.00. Further regulations are as follows:

Manufacturers and wholesalers must furnish purchaser with written invoice showing sales tax separately.

Manufacturers can absorb only a portion of sales tax. Where it is 2 per cent. manufacturer can absorb 1 per cent. and show 1 per cent. on invoice.

Wholesalers ordering from manufacturers must state conspicuously on such order the serial number and character of license held by them, thus: "Sales Tax License (for .....) No. ....." (The nature of business to be stated after "for....") Manufacturers ordering from other manufacturers materials to be used in their finished product must state their license number, otherwise the manufacturer placing the order would be charged 2 per cent. sales tax.

New Novel by Canadian Author

Robert Stead, formerly of Calgary, is an author whose books have a wide appeal to Western readers. Mr. Stead writes of the West and its characters as we know them. He deftly etches personalities and scenes that are pen pictures of what we have seen in our daily lives—the general store in the country town, the shack of the homesteader, the life of the ranch, the strange medley of humanity that flocks to a "boom" town. His characters are men and women we have met—he knows in its every phase life in the prairie country.

Mr. Stead's first novels immediately caught on with the Westerner. "The Bail Jumper," "The Homesteader" and "The Cow Puncher" charmed and delighted thousands of readers. We knew that at last we had an author who wrote of our West, of our own people, as they were, not pages through which stalk fantastic Western characters coined by authors who only know Western Canada as they saw it from the rotunda of a hotel in Winnipeg or Calgary, or from the observation platform of the Limited.

In his new novel, "Dennison Grant," Mr. Stead has attained another success in the field of Canadian literature. Like his former books, "Dennison Grant" is published by the Musson Book Company, Toronto. It will add in no uncertain manner to the already great popularity of Robert Stead as a Canadian author—and is a Canadian-made book, from the manuscript to the binding.

A thrilling yet thoughtful story, "Dennison Grant" opens in the foothills of the Rockies—a

ROBERT STEAD,
Author of "Dennison Grant."

stamping ground that Mr. Stead has traversed time and again during his residence in Alberta. It opens with a tragic contention for the hay rights in a silent valley in the foothills between the Y.D. and Grant gangs. The hay was fired, and in the subsequent struggle to save the farm homes in the valley, Dennison Grant meets the wilful Zen, old Y.D.'s daughter. Zen is, to our mind, the finest feminine study Mr. Stead has given us, and especially good are his two vibrant characters, Grant, the hero, and Tansley, the contractor. Who hasn't met the Tansley type?

Grant is a young man who renounced the family wealth because he believed he had not earned it. His whimsical philosophy of life, his idea of a world of equity and fair dealing, contains a wealth of fundamental truth upon which better conditions in the world could be based. His socialism is palatable, constructive and intensely human. The story swings to the East, then back again to Calgary and the foothills. Zen, as is often the case, marries the wrong man, then she and Denny come perilously close to ruining their lives. The story carries one with a rush to an entirely unexpected climax. It is interesting narrative, finely written—a story that will, we believe, be the big novel of the year. Robert Stead has firmly established himself as our foremost Western author. In "Dennison Grant" he has added to his literary laurels as a writer.

Rates for Workmen's Compensation

After discussion with representatives of various industries, the Workmen's Compensation Board of Manitoba has agreed upon rates for several additional lines to which compensation will apply. These rates apply to: Auto garages, including sale of gasoline, oil, accessories, 70 cents on each $100 of payroll. Implements and machinery, 75 cents per $100 of payroll. Gasoline and oil, 60 cents per $100.

British Engineers Dead

The agricultural engineering world in Great Britain deplores the recent death of two famous engineers in England—Sir John McLaren and George Tangye.

Sir John McLaren, who died at 70 years of age, was head of J. & H. McLaren, Leeds, the well-known manufacturers of steam tractors and plowing tackle.

George Tangye was the last surviving brother of the famous engine firm, Tangyes, Ltd., Birmingham, whose engines are probably better known the world over than any other make.

Despite the talk of socialists, both these leaders in the engineering industry rose to wealth and prominence from lowly positions through sheer hard work and ability. Their initial capital was genius and energy—not cash.

What Machinery Sells Best?

EVERY dealer has his own answer, but all agree that only properly advertised lines can be sold in quantity or profitably. It is not the dealer's place to shoulder the whole responsibility of selling the goods---manufacturers and distributors recognize this, and the leading firms give their dealers valuable assistance through advertising.

The dealer who sells personally is the strongest link in the selling chain, but no dealer these days is loading himself up with goods which are unknown to his prospective customers. To do this is unnecessary, and it is our purpose in these advertisements to indicate the lines which can be sold with the least effort and the most profit. Advertising that makes individual sales easy makes many sales possible.

Nor'-West Farmer Advertising Helps Dealers

Advertising has many branches, but each particular class of products must be brought to the attention of the prospective purchaser through direct channels. For instance—the firms whose trade-marks and names are shown on this page all desire to assist their dealers to sell to farmers. They want to create a buying impression that will make sales easy and so they choose for the purpose the most practical farm paper in Canada. With 75,000 circulation, going into the homes of the best farmers in the West, with practical reading matter touching every department of the farm, a mechanical department that talks machinery in a common-sense way, and a Service Bureau that answers any questions a reader may ask, *The Nor'-West Farmer* is the most effective selling force that can be used in the prairie provinces.

It means a lot to you as a dealer to handle the lines regularly advertised in Western Canada's leading farm paper. These advertisements are your guarantee of profit.

75,000 Circulation

The Nor'-West Farmer

The Pioneer Farm Journal of Western Canada

WINNIPEG

—A series of advertisements featuring the leading lines offered through *The Nor'-West Farmer* will be published regularly, for your information. Watch for the next one.

Anthes Foundry Ltd.
SEWAGE DISPOSAL SYSTEM
It pleases the cow
The DE LAVAL MILKER
Sanitary Trap
WE USE THE DE LAVAL Cream Separator
There are more than 2,500,000 De Laval Cream Separators in use,
Renfrew CREAM SEPARATOR
Quality First
En-ar-co
Westco Tankless Water System
En-ar-co SCIENTIFIC REFINING
NELSON Tank Heater
Massey-Harris
Silent ALAMO
Monarch Tractors
BEAVER BOARD
FOR BETTER WALLS & CEILINGS
You can't expect Beaver Board results unless this trademark is on the back of the board you buy
THE EAGLE STEEL SCRUB CUTTER
The Only Satisfactory Scrub Cutter on the Market
A Big Saving in Dockage
and thousands of dollars saved to the Farmers of Canada is the record of the
NEW DUAL GRAIN CLEANER
RU-BER-OID ROOFING
Silent ALAMO
FARM ELECTRIC POWER AND LIGHT PLANT
The Colt will stay tied with a Griffith Halter
G. L. GRIFFITH & SONS
STRATFORD, ONT. Limited
North Star Oil & Refining Company
INTERNATIONAL HARVESTER COMPANY

A Little Journey to the Cockshutt Western Branch Houses

In the development of a new country a period of twenty-nine years sees many changes in any line of industry. This is especially true of the implement business. In our last issue we gave a brief sketch of the development of the Cockshutt Plow Company

J. P. MINHINNICK,
Manager, Winnipeg Branch.

in the Canadian West. Let us, for a moment, pay a Christmastide visit to the gentlemen who have charge of the various Western branches of the Cockshutt organization.

As we previously reported, E. A. Mott, vice-president and western general manager of the company, is now occupying an important position at the head offices in Brantford, Ont. It is now announced that Mr. Mott will continue as superintendent of all the Western branches, and will visit them frequently in connection with the development of the company's Western trade.

The appointment of J. P. Minhinnick to the position of manager of the Winnipeg branch is now announced. Mr. Minhinnick has a host of friends in the trade who will learn with pleasure of his promotion to this important position. Born in Toronto, Mr. Minhinnick came west as a boy in 1884. In 1897 he opened a retail implement business at Churchbridge, Sask, handling the Frost & Wood and other lines. Shortly after he became a traveller in Saskatchewan territory for the Frost & Wood Co., Smith's Falls, Ont., and subsequently was appointed general agent for that company at Brandon, Man., where he opened a new branch house. In 1903 he was promoted to the position of manager of the Calgary branch, and in 1909 was appointed western general manager of the Frost & Wood Company. In 1910 he joined the Cockshutt Plow Co., and in 1911 was appointed assistant manager of the Winnipeg branch. As manager of that branch Mr. Minhinnick's wide experience in the trade admirably befits him for the important position he now occupies.

GEO. S. HAROLD,
Manager, Regina Branch.

George S. Harold, manager of the Regina branch of the Cockshutt Plow Co., is a familiar figure to the southern Saskatchewan trade. In 1906 he took a position in the sales department of the Winnipeg branch and was subsequently appointed as manager of the advertising and publicity department. In 1911 he was promoted to the position of manager at Regina, where under his capable supervision the business of the company in that territory has made remarkable progress.

John Adams, managing the Saskatoon branch of the Cockshutt Plow Company, is a real pioneer in the implement business in Western Canada. He has been connected with the implement trade for about thirty years, for twenty of which he has served the Cockshutt Plow Co. in various capacities. Prior to 1911 he was in charge of the sales department at the Winnipeg branch. In February of that year he was promoted to the position of manager of the Saskatoon branch. Few men in the trade have had a wider experience in the trade than Mr. Adams, to whose ability and energy is largely due the expansion of the company's business in northern Saskatchewan.

T. W. McKee, manager of the Calgary branch of the company, has been with the organization for some five years. Born in Ontario, he entered the implement business with the Massey-Harris Co. at Toronto. Later he joined the office staff of the Frost & Wood Co. at Smith's Falls. In 1908 he came west and entered the collection department of the Sawyer-Massey Co. at Winnipeg. A year or two later he was transferred to the Regina branch, from which he went to

JOHN ADAMS,
Manager, Saskatoon Branch.

Calgary as credit and collection manager for the thresher concern. In August, 1915, he was appointed credit and collection manager at the Calgary branch of the Cockshutt Plow Co., which position he held until October, 1920, when he was promoted to the position of manager at Calgary. We wish Mr. McKee every success in the important position he now fills with the Cockshutt organization.

Up North we meet F. Pickles, manager of the Edmonton branch house of the company, the latest addition to the list of Cockshutt branches in the West. Mr. Pickles joined the Cockshutt organization at the head office at Brantford, Ont. He was transferred to Winnipeg branch where he was appointed head of a department. In March, 1911, he was transferred to the post of assistant manager at the Saskatoon branch. With the development of Alberta business, a branch was opened at Edmonton, and in January, 1915, he was transferred to Edmonton as branch manager in charge of central and northern Alberta territory. Under his capable supervision the Edmonton branch has become a big factor in the Alberta trade of the company. Mr. Pickles is a hard worker, yet finds time to belong to many activities in Edmonton. He is on the transportation committee of the Edmonton Board of Trade, a member of the city recreation committee, member of the Canadian Club, Kiwanis and Y.M.C.A. and of several other local bodies.

With such a staff of branch managers under the expert supervision of Mr. E. A. Mott, it is safe to say that the years ahead will see a greatly increased development of the Cockshutt Plow Company's business in the Canadian West, especially in view of

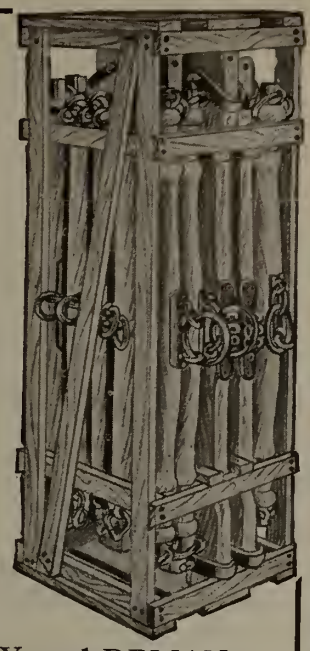
T. W. McKEE,
Manager, Edmonton Branch.

its wonderful expansion since first Cockshutt goods were sold in the West—'way back in 1892. The success of the company in

FRED. PICKLES,
Manager Edmonton Branch.

the West has been due, in large measure, to the business acumen and energy of its western branch managers, who individually extend their hearty greetings, at this season, to the retail implement dealers throughout Western Canada.

Make 1921 Your Best Year by Handling GREGG WAGON and IMPLEMENT WOODS



Hitch your store to the Gregg Line and assure permanent, profitable and satisfactory business. Only a small percentage of farmers are prospects for tractors, threshers and other high-priced goods, but EVERY FARMER is a prospect for Haulage Equipment—for both horse or tractor use.

Gregg goods give quick turnovers and handsome net profits. We use only the finest, selected hardwoods—the best procurable stock. Any man can sell inferior wood goods once—but Gregg dealers base their success on repeat orders.

We manufacture a complete line including: Plow Eveners, Wagon Sets, Plow Sets and Wagon Neckyokes, Singletrees and Doubletrees, Crated sets of steel-clad Singletrees, Eveners and Neckyokes, as shown. Hitches for any haulage combination. Also a complete variety of Wagon Hardware and Malleables.

Gregg Goods are the Dealer's Opportunity. They Lead in QUALITY, FINISH, DURABILITY and DEMAND

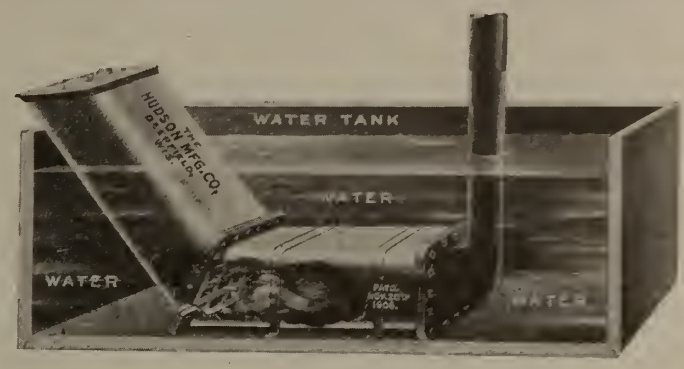
COMBINED TWO AND THREE-HORSE EQUALIZERS

For next year, tie up to the Gregg Line. Remember: "If it comes from Gregg, it must be good." When you order make it a point to specify Gregg Wagon and Implement Woods. The demand will prove that "Gregg Quality Pays."

ASK YOUR JOBBER—HE CAN SUPPLY YOU

Gregg Manufacturing Co. Ltd.

WINNIPEG - MAN.



A Big Winter Money Maker

NELSON TANK HEATER

EVERY FARMER needs one. Stock fattens quicker and dairy herds produce more milk on warmed drinking water. In winter live stock usually get more dry feed than in the warmer months, and therefore need more water to moisten the food and facilitate digestion. Stock will not drink the water they should when the water is almost at freezing temperature—therefore, from the standpoint of feed economy and healthful condition of the animals, a Nelson Tank Heater is necessary farm equipment. Keeps water at 70 degrees. Burns straw, cobs, rubbish, wood or coal. Every one guaranteed. 150,000 satisfied users. Many superior selling features. Carry a good stock and prepare for a big season.

Address nearest branch of the

Metal Shingle & Siding Company, Ltd.

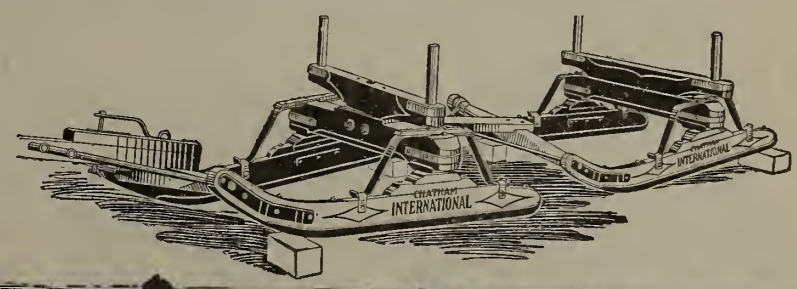
Winnipeg Saskatoon Calgary Preston Montreal and Toronto

HUDSON MFG. COMPANY - Minneapolis, Minn.

CHATHAM-INTERNATIONAL BOBSLEIGHS

Good Winter Hauling Equipment

URGE your customers to look over their winter hauling equipment and decide whether or not it will enable them to pull through the snowy months without accident. No sense in waiting for bad break-downs on the roads with heavy loads before minds are made up to the buying of new bobsleighs.



Chatham-International Bobsleighs have the rugged construction and flexibility so essential to heavy hauling over rough ground. And the unusually high clearance, which is a Chatham-International feature, makes these bobsleighs especially valuable on badly drifted roads and for hauling in the woods or over fields where there may be boulders or small stumps. The buyer is assured a strong, durable, practical, light-draft bobsleigh when he buys a Chatham-International. Ask the branch for selling-assistance.

INTERNATIONAL HARVESTER COMPANY OF CANADA LTD.

HAMILTON CANADA

WESTERN BRANCHES — BRANDON, WINNIPEG, MAN., CALGARY, EDMONTON, LETHBRIDGE, ALTA., ESTEVAN, N. BATTLEFORD, REGINA, SASKATOON, YORKTON, SASK.

EASTERN BRANCHES — HAMILTON, LONDON, OTTAWA, ONT., MONTREAL, QUEBEC, QUE., ST. JOHN, N.B.

Profits in Farm Machinery Manufacture

Burton F. Peek, vice-president of Deere & Co., Moline, Ill., has issued a trenchant reply to the claims of the U.S. Federal Trade Commission that the implement industry in that country had made undue profits in recent years.

In their investigation, the above Commission analyzed conditions in the entire industry for a period of two years. They scrutinized the books and accounts of thirty of the leading companies; they had replies from 11,640 dealers; they dissected the implement industry from start to finish—and then issued broadcast statements which aroused the utmost antagonism in the entire U.S. implement industry.

In his expert analysis of the report, Mr Peek says in part:

The summary says that the rate of return on investment in the implement business increased from 9.7 per cent. in 1916 to 19.9 per cent. in 1918, which is an increase of 105 per cent. This statement, if intended, as it manifestly was, to effect the net income of the business, is entirely erroneous. The alleged rate of return 9.7 per cent. in 1916 and 19.9 in 1918 is not the real rate of return for either year. The Commission has not even taken the real rate of return as found by their own accountants. What they have taken is their accountant's statement of the operating income; an intermediate figure, sometimes valuable to the management in analyzing the operations of the company, but otherwise of no concern. The stockholders, the banker, the public is concerned only with that irreducible minimum — the net income.

Comparing 1916 with 1918, the years chosen by the Commission for purposes of comparison, the operating income is 9.58 per cent. in 1916 and 19.88 per cent. in 1918, an increase of 105 per cent. This figure was quoted and published by the Commission. They have failed to note however, that the net income was stated in the same table, as 9.66 per cent. in 1916 and 17.57 per cent. in 1918, an increase of 82 per cent. In other words, the operating income, quoted and published by the Commission, increased 23 per cent. more than the net income. And both figures, operating and net, include income and excess profit taxes which were only about one-half of 1 per cent. in 1916 and at least 5 per cent. in 1918. The book-keeping profits resulting from the increase in the book value of inventories are also included. These profits, in fact, could be easily wiped out, in a single year of falling markets. If the income and excess profits taxes had been deducted, as they should have been, the net income of 1918 would have shown an increase over that of 1916, of only 32 per cent—it would have been insufficient in amount to represent the increased investment in high priced inventories.

Year	Sales	Capital Invested	Net Profits	Percentage of Net Profit to Capital Invested
1913	$189,818,571.05	$263,748,077.07	$18,919,958.74	7.17%
1914	191,583,414.36	306,297,395.17	13,811,253.95	4.51%
1915	178,380,711.60	310,955,412.94	14,396,855.73	4.63%
1916	187,301,939.45	318,979,407.47	14,991,065.95	4.70%
1917	235,724,178.06	328,966,846.00	27,802,997.37	8.45%
1918	299,038,294.26	339,840,250.28	33,499,350.49	9.86%

Net profits of leading implement manufacturers in the United States

Mr. Peek submitted a certified statement from Haskins & Sells, Chicago, as shown, giving for the same year the sales, the capital invested, the net profit and the percentage of net profit to capital invested. The members whose data are embraced in the summary are:

American Seeding-Machine Co.
B. F. Avery & Sons.
Deere & Co.
Emerson-Brantingham Co.
International Harvester Co.
J. I. Case Plow Works Co.
J. I. Case Threshing Machine Co.
LaCrosse Plow Co.
Moline Plow Co.
Parlin & Orendorff Co.
Rock Island Plow Co.

In their report Haskins & Sells say in part:

"We have addressed inquiries to various members of your association for the purpose of obtaining certain statistics relating to the farm operating equipment industry for the years 1913 to 1918, inclusive, and submit the following summary of their replies.

"The data requested to be submitted for this purpose were those reflecting the respective members' investments in their business and the results of operations as annually reported to directors and stockholders. The composite results were found to be as shown:

"The year given represents the fiscal year (or business season) ended in the calendar year shown. The sales are those of farm operating equipment and accessories. The capital invested embraces the net assets employed in the production and distribution of farm operating equipment and accessories at the beginning of the respective years as reflected in capital stock and surplus.

"The net profit stated is after charging off taxes (including federal income and profits taxes) and interest, and after providing reserves essential in the amounts shown, for extraordinary foreign losses charged off during the war period.

"The average percentage of net profit to capital invested for the five years of the war, 1914 to 1918, inclusive, is 6.51 per cent. as compared with a profit of 7.17 per cent. in 1913, the pre-war year.

"The statistics for the year 1913 do not include the second, sixth, seventh and tenth companies in the preceding list, the second also being not represented for the years 1914 and 1915."

Mr. Peek continues: "The finding of the report is that the prices of leading implements increased 73 per cent., while the price of all commodities affecting the farmers' profits increased 97 per cent., and the price of farm products increased 112 per cent. Implements, subject under the commissions theory, to unlawful agreements, increased only 73 per cent. as compared to other commodities not subject to 'unlawful agreements.' What criticism can be made of the alleged agreements? Their only result was an increase in prices and a return of profits, lower in percentage and amount than increase in lines admittedly free from agreements.

"Demand for our product, always uncertain, has become increasingly so. It must be estimated long in advance. It is subject to greater unknown fluctuations than any other business. Manufacturing is not done upon

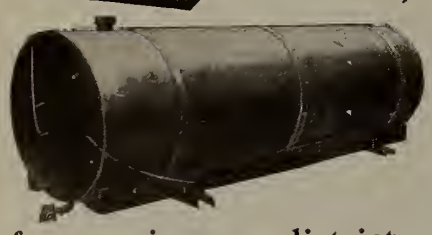
Automatic Grain Pickler
—REDUCED TO $6.75—

Made by Currie Manufacturing Co., Brandon, but furnished with metal pail instead of wooden one.
We are discontinuing all implements, and to move these immediately are offering at far below cost price to us. Single lots, $6.75; or lots of six or more, $6.00 each.

TERMS, CASH—F.O.B. MOOSE JAW

Canadian Specialty Co., Moose Jaw

MAX **OIL WAGON TANKS**



Will be a profit-making investment for the oil using farmers in your district AND a profitable line for you to handle and push the sale of.

This is the time of the year in which to get your list of prospects prepared and to begin sending them the literature that will prepare them for the display of a sample later.

WRITE TO-DAY AND LET US KNOW HOW MANY CIRCULARS YOU NEED

Western Steel Products Limited

WINNIPEG Man. | REGINA Sask. | CALGARY Alta. | EDMONTON Alta.

orders, but upon estimates of future crop results. Months before a crop is harvested, often before it is even planted, and always before the future is known, the manufacturer must determine his factory operations and cut his cloth for a garment not even ordered.

"The very best he can do is to guess as intelligently as he can, knowing that conditions beyond his control may wreck his best laid plans and result in a carry-over of finished product.

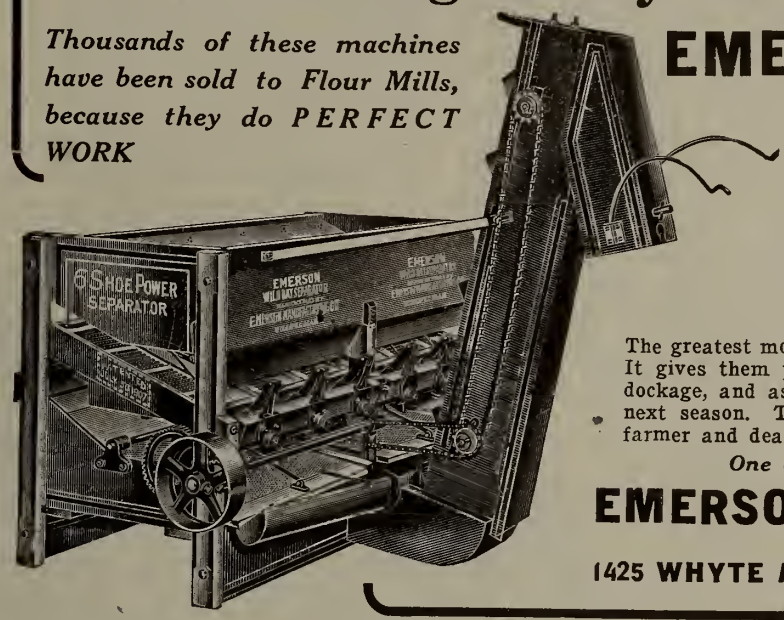
"Exceptionally large inventories, as compared with gross sales, must be constantly carried. These inventories range from 50 to 70 per cent. of the gross sales each year. A reference to the inventories carried by four of the leading manufacturers for the period under review, 1913 to 1918, discloses the fact that the percentage of inventory to sales ran from 52.3 per cent. to 67.17 per cent., whereas during the same years the ratio of inventory to sales of companies manufacturing and selling finished products other than implements, such as steel and iron, meats, locomotives and cars, chain stores and miscellaneous industries, show a run of from 3.6 per cent., in the case of a coal company, to 27 per cent. in the case of a company manufacturing locomotives. The average of thirty-two companies was 16.07 per cent., whereas the average of the four leading implement companies was 58.86 per cent."

Western Implements Absorb Grain Cleaner Business

Western Implements, Ltd., Regina, report that they have taken over the business formerly carried on in that city by the Metal Specialty Co., Ltd. The latter company produce a complete line of grain-cleaning machinery, including fanning mills, automatic picklers and immersion picklers. They specialize in the manufacture of indented cylinders and rotary screens for grain cleaning. Western Implements, Ltd., are distributors for a very complete line of implement specialties, including plow-shares, wood goods and tillage implements.

You're Losing Money—if you Don't Handle

Thousands of these machines have been sold to Flour Mills, because they do PERFECT WORK



EMERSON WILD OAT SEPARATORS

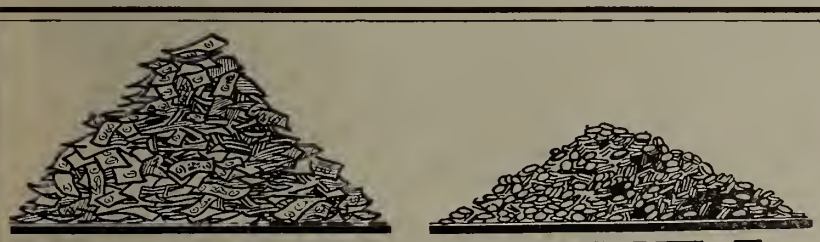
No other machine equals the Emerson in design or efficiency. No other machine takes every kernel of wild or tame oats out of wheat or rye—and saves all the wheat. A demonstration will convince any farmer. Guaranteed to make an absolutely perfect separation.

Two Sizes—3 and 6-Shoe

The greatest money maker and saver your customers can own. It gives them perfectly clean wheat for market use, saving dockage, and assures seed wheat absolutely free of oats for next season. The Emerson is a real profit builder for both farmer and dealer.

One on the Floor will Sell a Score

EMERSON MANUFACTURING
COMPANY, LIMITED
1425 WHYTE AVE. - WINNIPEG, MAN.

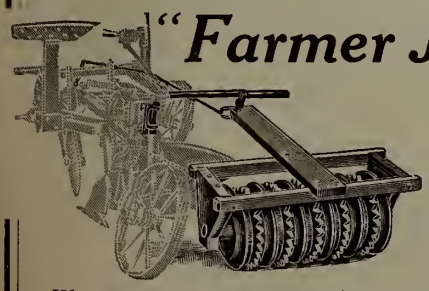


DOLLARS AND CENTS PROFIT

Yours—

if you order early enough to enable us to include your shipment with others so that you will get the benefit of carload freight rates. And if you order early enough to take advantage of special prices we offer now.

We have just mailed a descriptive folder and price list to our list of dealers; if you didn't get one send us your name and address. This folder tells about our net prices to dealers, and



"Farmer Jones" Packers

"STAR" Plow Shares

And a complete line of

WOOD GOODS

We guarantee to protect dealers who order now against our decline in prices before April 1st. Don't let the idea of lower prices hold up your order. We will rebate you in case of a decline below our selling price.

F. G. WRIGHT & CO.

72-74 HENRY AVE. WINNIPEG

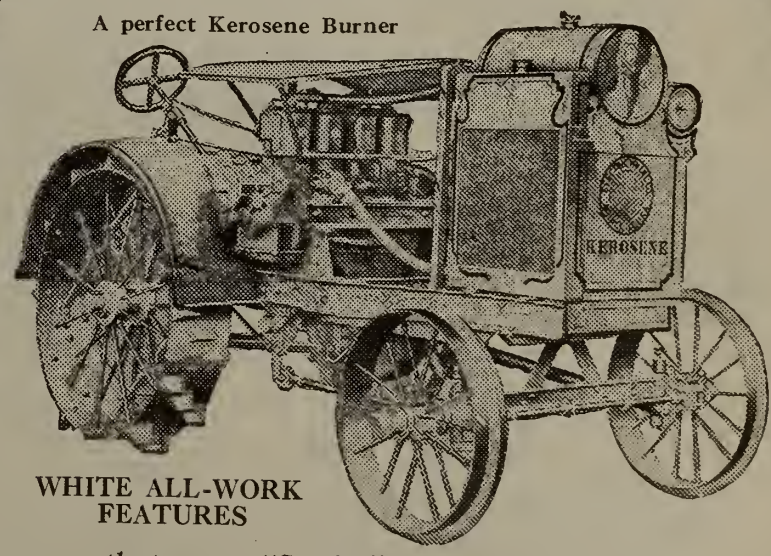
Christmas Greetings

White All-Work

The Tractor of Established Reputation—Unequalled Quality

A Wonder of Simplicity, Sturdiness and Power.

A perfect Kerosene Burner



WHITE ALL-WORK FEATURES

that mean "Service" for Your Customers

Extra large heavy-duty engine placed crosswise on double channel, reinforced steel frame. Four wheels—automobile steering device. Four cylinders. No power robbing bevel gears or chains. High-tension, impulse starter magneto. All gears dust-proof and oiled automatically. From every view-point, the White "All-Work" is a tractor that will get bigger business for you.

Write for illustrated and descriptive Catalogue, also attractive sales offer to dealers. Don't delay.

THE GEO. WHITE & SONS CO., LIMITED

Moose Jaw Brandon Saskatoon

Durant Leaves General Motors

W. C. Durant has sold out his interests in the great General Motors Corporation. It is said that the DuPont and Morgan interests have absorbed the Durant holdings for a sum in the close neighborhood of $50,000,000.

Mr. Durant, who is 59 years of age, founded the Durant-Dort Carriage Co. at Flint, Mich., in 1886. In 1905 he organized the Buick Motor Co., and in 1908 organized the General Motors Corporation. In 1909 he purchased the Cadillac, Oakland, Oldsmobile and Northway motor companies and in 1915 secured a controlling interest in General Motors. In the same year he organized the Chevrolet Motor Co., an $80,000,000 concern, with plants in eleven cities in the United States.

The total assets of General Motors were given in the last available report at about $450,000,000. The capital of the company in January, 1915, was $23,419,213, and in January, 1920, it had risen to $129,955,813, an increase of $106,536,600. The McLaughlin Motor Co., Oshawa, Ont., is a subsidiary of the General Motors Corporation, also the Samson Tractor Co. of Canada, a concern manufacturing tractors, trucks and implements.

This Dealer Handled Same Line for 48 years

It is but seldom that we hear of a dealer signing his 48th consecutive contract for the same line, but in the accompanying illustration the George W. Reed & Company, Ottawa, Ill., by Edward Reed, is signing, for Salesman W. L. Taylor, the forty-eighth consecutive contract for P & O plows for 1921, a record said to be unparalled in the implement business. This series of contracts has been made by the same traveller selling the same line, made at the same works, to the same firm, in the same town for forty-eight consecutive years.

Mr. Taylor wrote the first contract in 1873 and has been getting around to Ottawa at the psychological moment annually thereafter, so as to line up this firm for the following year. In the circle Mr. Taylor is easily distinguished by a well-recognized attitude of the salesman, and Mr. Reed by the equally characteristic position at his trusty fountain pen. Out on the sidewalk Edward Reed, himself, heads the row of live wires. Next to him is Salesman W. L. Taylor, then "Jake," and the last two are C. E. Burg, the International Harvester Company's assistant branch manager at Aurora, Ill., and Chester Reed of the firm.

We would like to hear from dealers who have a long record of this nature in handling one line of implements.

Signing a P. & O. Contract for the 48th time.

Concrete Machinery Literature

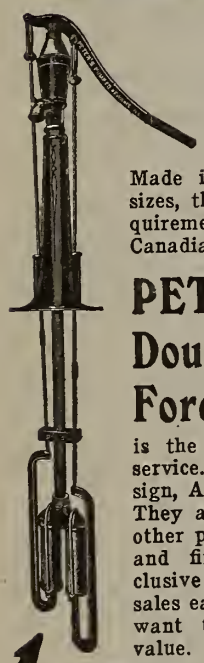
We recently received from the London Concrete Machinery Co., London, Ont., copies of the latest literature issued on this well-known line. The company manufacture a very complete line of concrete machinery comprising concrete mixers, mortar mixers, block machines, brick machines, tile machines, sewer tile and fence post moulds, silo moulds, etc. Separate catalogues are issued for each individual machine.

The London concrete block machine is a combined and adjustable concrete block machine, and will make blocks for any kind of wall, any design—all on the same machine. A special catalogue shows the great variety of work possible with this machine. London combination mixers are produced in a variety of sizes. The No. 4 is sold on trucks, without power, with friction clutch pulley or gear, and also on trucks with 2 or 3 h.p. Novo gasoline engine, completely housed. The No. 4 is also made with a 4 h.p. Novo engine and the No. 6 combination mixers with 4 or 6 h.p. Novo engines.

A separate catalogue covers the complete line of Novo gasoline engines as manufactured by the company. These are made in sizes varying from ½ h.p. to 15 h.p., the 3, 4 and 6 h.p. sizes being especially suitable for farm needs. The catalogues of the London Concrete Machinery Co. should be of great value to the dealer in procuring supplies of this type of equipment. They can be had by addressing the company at London, Ont.

Put it over by thinking it over.

PETERS PUMPS



Give More Water in Less Time with Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

ALWAYS DELIVER THE WATER

Dealers: Get Peters' Pump Proposition for 1921

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Kewanee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

HANG UP YOUR STOCKING IN YOUR OLD HOME TOWN THIS CHRISTMAS

Travel "The National Way" To Eastern Canada

Two Trains Every Day

Leave Winnipeg for Toronto ..... 5.00 a.m.
Leave Winnipeg for Toronto and Montreal 12.01 noon

Standard, Tourist and Colonist Sleeping Cars. Dining and Compartment Observation Cars
The equipment and service on these trains is unsurpassed

Reservations and full information on application to any Agent of the Canadian National—Grand Trunk Pacific Railways or write

W. J. Quinlan, District Passenger Agent, Union Station, WINNIPEG

Company Formed to Manufacture Rotary Cultivator

A company to be called the Gardiner Cultivator Company, Limited, has been incorporated at Winnipeg, to take over the patents and manufacture the Gardiner Rotary Cultivator. Capital is given as $500,000. A. E. Gardiner, Sperling, Man., is inventor of the machine, which has been in the market for about three years and is stated to have given entire satisfaction.

The firm which has been manufacturing them has not been able to supply the demand, and orders for over 1,000 machines remain unfilled. It has therefore been decided to form a new company for manufacturing purposes.

C. A. Andrews, manager of the land department of Savage and McGavin, who was for many years in the engineering department of P. and D. Duncan, Ltd., the largest manufacturers of agricultural implements in New Zealand, is in charge of the organization. Associated with him will be several well known farmers and manufacturers, and it is intended, if sufficient support is obtained, to manufacture various classes of agricultural implements.

Dealers Meet in Dakotas

The implement dealers' associations in North and South Dakota will hold their annual meetings during January as follows:

South Dakota Implement Dealers' Association, at Sioux Falls, Jan. 4 to 7.

North Dakota Implement Dealers' Association, at Fargo, Jan. 25 to 29.

Howard will Address Agricultural Engineers

J. R. Howard, president of the American Farm Bureau Federation, will address the annual meeting of the American Society of Agricultural Engineers to be held December 28, 29 and 30, at the Sherman, Chicago, his subject being "The Importance of Machinery as Related to Agriculture." The activity and influence of the Farm Bureau Federation will lend much interest to Mr. Howard's discussion.

E. V. Collins, assistant chief in agricultural engineering of the Iowa Experiment Station, will present a paper on "Some Factors Influencing the Draft of Plows." A great deal of the discussion and investigation of the past year pertaining to the draft of plows and plowing speeds has been based on work done at the Iowa station.

To Make English Car in Canada

Arrangements are reported to have been made by John D. Siddeley for the manufacture of Armstrong-Siddeley automobiles in Canada. Mr. Siddeley represents the company and was recently in Canada making arrangements with the Canadian company, the Armstrong-Siddeley Company of Canada, Ltd., 298 St. James Street, Montreal, to manufacture these cars and to distribute them in Canada.

Follow the Birds to Vancouver Island

—the island with a charming all-year climate, tempered by the ocean breezes. Mildest of winters with flowers blooming out-of-doors in December.

A thousand miles of excellent touring roads, ideal for motor traffic or riding.

Vancouver Island is the

GOLFER'S PARADISE

with a fine selection of courses.

Travel by C.P.R. in comfort and see the

CANADIAN PACIFIC ROCKIES

In Their Winter Garb

TWO TRAINS DAILY

Call or write to any agent of the **Canadian Pacific** *Railway*

PARLIAMENT BUILDINGS

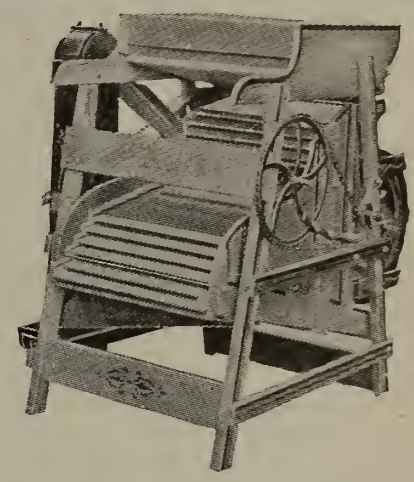
CANADIAN PACIFIC RAILWAY

Clean Grain and Clean Profits

Follow the sale of the

"NEW DUAL" CLEANER and SEPARATOR

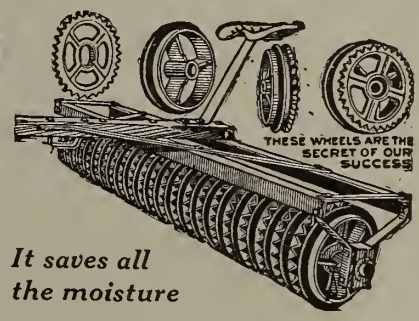
Immense capacity. Does better work in less time. Reduces the heaviest mixtures in ONE RUN at a rate that would require two ordinary mills. Cleans and separates twice as fast as the best fanning mill of the same size ever made.



One Operation Cleans the Dirtiest Mixture

The double gangs and cut-off system are the secret of New Dual efficiency. Get a New Dual on your floor. Prove our claims for yourself. Show the farmers how this mill does finished work, in a few minutes, on any combination of dirty grain. No middlings—no half-and-half mixtures—but PERFECT SEPARATION of Wheat, Barley or Oats. Complete sieve and screen equipment with every mill. To show it is to sell it, and the New Dual gives the dealer a better margin of profit than the average mill. Let us tell you about it.

Sell the "Western" Pulverizer, Packer and Mulcher



It saves all the moisture

It Guarantees Bigger Yields and Earlier Crops

A Size for Every Farm

PLOW PACKER—2 ft. 6 in. two-furrow; 4 ft. three-furrow.

SINGLE SECTION—4, 6, 8, 10 and 12 ft. sizes.

THREE SECTION—11, 15 and 21 ft. sizes.

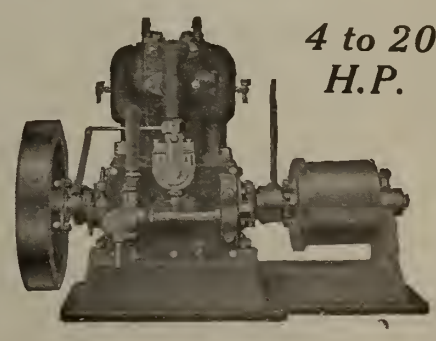
"Western" Pulverizers have revolutionized agriculture. They are different from any other machine on the market. Pulverize, pack and mulch the soil in one operation, giving a seed-bed that conserves all available moisture. Wherever used, they have given bigger, sturdier yields and earlier harvests. They eliminate loss through dry seasons. Get your spring requirements—NOW.

CUSHMAN LIGHT-WEIGHT ENGINES

4 to 20 H.P.

For all Power Purposes

More power per pound. Compact design. Steady running. No Cushman weighs more than 60 pounds per horse-power. Our 8 h.p. is the best general purpose engine your customers can own. Ask for literature, prices and our attractive sales offer.



Dealers: Get Full Particulars on these Fast Sellers

Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

DEPT. C.F., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Department, CANADIAN FARM IMPLEMENTS, Winnipeg.

C.M.C., Man.—In further reference to your enquiry regarding tractor steering devices. You can obtain the Hansmam type from Macdonald & Price, 180 Market St. E., Winnipeg.

C.P. Co., Man.—The steel fence posts you require are, we believe, a line manufactured by the Burlington Products Co., Hamilton, Ont. This line is sold in the Canadian West by the Metal Shingle and Siding Co., Winnipeg and Calgary.

J.D.P. Co., Man.—The "Johnnie Boy" is an engine manufactured in the United States. It is handled in Western Canada by Crane & Ordway Co., Winnipeg.

H.A., Sask.—Feed grinder with leg K 227 and plates R 18, is a "Diamond," manufactured by the New Winona Manufacturing Co., Winona, Minn. No repairs are carried for this grinder in the West. Address the factory for parts.

W.O.M., Man.—Disc harrow with bearings H348 and H349, is manufactured by the Rock Island Plow Co., Rock Island, Ill. The nearest repair service is the Northern Rock Island Co., 408 Washington St., Minneapolis, Minn.

F.E.S., Sask.—We do not think you can secure repairs for a Bradley hay press. This machine was formerly manufactured by the David Bradley Plow Co., Bradley, Ill., which concern was absorbed by Sears-Roebuck Co., Chicago. The latter concern might possibly have repairs for the press.

W.A.L., Sask.—The Winnipeg Casket Co., Winnipeg, casket manufacturers, supply fittings. They have sent you their catalog. The following firms manufacture fittings of this nature: Mount Forest Casket Co., Mount Forest, Ont.; N. J. Stoddart & Son, Woodville, Ont.; Elliott Bros., Prescott, Ont.; The Harriston Casket Co., Harriston, Ont.; The Evel Casket Co., Hamilton, Ont.; Dominion Casket Co., Guelph, Ont., and Dominion Manufacturers, Ltd., Toronto, Ont.

W.S.M., Sask.—The following firms manufacture and supply grain crushers: John Watson Manufacturing Co., Winnipeg; Manitoba Engines, Ltd., Brandon; Canadian Fairbanks-Morse Co., Winnipeg; J. Fleury's Sons Co., Aurora, Ont.; Gilson Manufacturing Co., Guelph, Ont.

H.E.L., Sask.—The small horse-power grinder, Victor No. 2, is manufactured by the Bauer Bros. Co., Springfield, Ohio. No parts are carried in Canada. Write the factory direct for necessary repairs.

T.A.C., Alta.—The disc harrow with standard L 301 is, we believe, at the present time, manufactured by the Ohio Cultivator Co. of Bellevue, Ohio. We have forwarded particulars of boxings to this company, who will write you regarding same. This is not an I.H.C. disc harrow. If not made by the Bellevue firm, it may be a disc manufactured by the Ohio Rake Co., Dayton, Ohio, who use the same symbol letter on parts.

D.S., Man.—The Studebaker Corporation, South Bend, Ind., have discontinued the production of farm wagons but can supply repairs for wagons they formerly manufactured.

R.M., Man.—A gear for operating a Myers three-way pump can be had from the Ontario Wind Engine and Pump Co., Winnipeg.

L.C., Sask.—Bearing spool B720, and bearing cup H776, are from an "Economy" disc harrow, made by the Moline Plow Co., Moline, Ill. You can procure parts from the John Watson Manufacturing Co., Winnipeg.

F.M.J., Man.—Steel implement seats are manufactured by the following firms: The Steel Co. of Canada, Montreal; Dominion Forge and Stamping Co., Walkerville; South Bend Chilled Plow Co., South Bend, Ind.; U. S. Pressed Steel Co., Ypsilanti, Mich. The adjustable spring seat for tractor use is made by the Adjustable Spring Seat Co., Cleveland, Ohio. It retails for about $15.

J.B., Man.—The Giant Killer feed grinder is manufactured by the Swift Manufacturing Co., Waterloo, Iowa. Write the factory direct for parts.

N. H., Sask.—Among Canadian concerns producing road-making machines are the following: Sawyer-Massey Co., Hamilton; Dominion Road Machinery Co., Goderich; Climax Good Roads Machinery Co., Hamilton; Waterous Engine Works, Brantford; Robt. E. Bell Engine & Thresher Co., Seaforth, Ont.

S.S., Man.—The Brown-Boggs Co., Ltd., Hamilton, make a complete line of tinsmith's machinery and equipment.

B. & R., Man.—The majority of firms selling power machinery can supply wood pulleys. Write to Canadian Fairbanks-Morse Co., Winnipeg; D. Ackland & Son, Ltd., Winnipeg, or the A. R. Williams Machinery Co., Winnipeg.

J.P.H., Sask.—Disc harrow spool 5119A is for a disc harrow made by the David Bradley Manufacturing Co. Repairs can be had only from Sears, Roebuck, & Co., Chicago.

D.O.C., Man.—Ratchet K270 is for a lever harrow, manufactured by Deere & Co., Moline, Ill. You can get repairs through the nearest branch of the John Deere Plow Co.

Harvester Co. Adjust Prices

The International Harvester Co., Chicago, is sending out schedules of prices to apply on price-less contracts and future orders. The company has withheld prices for some time in the hope that there would be lower material prices, but these did not materialize. About two-thirds of the line have not advanced in price; on the remaining third prices have slightly advanced.

A 5 per cent. advance is noted on binders, and a slight advance on mowers. Hay rakes and other hay tools remain as before. Manure spreaders and feed grinders have advanced. No new prices have been issued on tillage tools or grain drills.

Potato Crop has Big Value

The average yield of potatoes per acre for 1920 was 76 bushels, according to the figures of the Dominion Bureau of Statistics. The total potato crop in Canada will amount to 138,527,000 bushels, from an area of 784,544 acres. The yield last year was 125,574,900 bushels, from 818,767 acres. The value of the 1920 potato crop is estimated at $134,693,000.

The total yield for Canada of turnips and roots is estimated at 114,081,000 bushels from 290,286 acres. The average yield is 393 bushels per acre as compared with 354 last year. The yield of beet crops and fodder crops is also higher than 1919. Value of the crops is estimated at $584,634,500.

For Timely, Reliable News on every side of the Western Canadian Implement Trade, Read—

CANADIAN FARM IMPLEMENTS

Serves Tractor, Truck, Implement and Farm Equipment Industries

Western Canada's Only Implement Trade Journal

Keep in Contact with all that happens in your Line of Business

Subscribe Now for Canadian Farm Implements

$1.00 Per Annum

And worth a whole lot more to You

The Leading British Business Magazine says:

In their November issue, KELLY'S MONTHLY TRADE REVIEW, London, England, quotes Canadian Farm Implements in exhorting British manufacturers and exporters to use increased advertising abroad. They say:—

"'A live Canadian trade paper—*Canadian Farm Implements*—a paper that in a considerable degree combines the functions of both a trade and technical journal recently wrote:

"'The greatest consumer demand creating force in the farm machinery field is machines in the hands of satisfied farmers. The implement dealer pays money for a subscription to a trade paper to get sales—building ideas, and every new idea he gets must tie up with some manufacturer's line of machinery.'"

RENEW YOUR SUBSCRIPTION NOW—USE THE BLANK BELOW

SUBSCRIPTION BLANK

CANADIAN FARM IMPLEMENTS,
812 CONFEDERATION LIFE BUILDING, WINNIPEG, MAN.

Enclosed find $....., as renewal (new) subscription for CANADIAN FARM IMPLEMENTS until.....

Name or Firm.....Date.....1920

Town.....Prov.....

New two-plow Hart-Parr tractor included in our 1921 contract

The new two-plow Hart-Parr, a little brother to the famous Hart-Parr 30, will be the tractor sensation of 1921, and this new tractor is included in our 1921 contracts.

The 1921 Hart-Parr Contract Now Ready

It is the best money-making contract ever offered anyone who can produce a volume of tractor business and with the Hart-Parr 30 and the new Hart-Parr 20 you can produce volume, because you will have tractors that will enable you to meet any competition — you can become the leading tractor dealer in your community.

Back of the Hart-Parr dealer in 1921 will be the success of 8,000 new Hart-Parr 30 owners, a factory with 20 years experience in building tractors, a big farm paper advertising campaign which has already begun and 100 per cent sales and service co-operation from factory and distributor.

"Grab the Hart-Parr Contract, if you can get it."

Line Up Now for Spring Sales

You will be at a disadvantage if you wait until Spring to select the tractor you will sell. There is some valuable "missionary" work to be done between now and Spring that will mean increased business for you.

Write today for full particulars of our new contract and our sales plan on the Hart-Parr 30 and the Hart-Parr 20.

HART-PARR COMPANY
Founders of the Tractor Industry
466 Lawler Street Charles City, Iowa

Many of the old Hart-Parrs that plowed the virgin prairies of the Northwest are still in use today. The great grand-daddy of all Tractors was old Hart-Parr No. 1, built in 1901.

They sell Hart-Parr 30s all winter

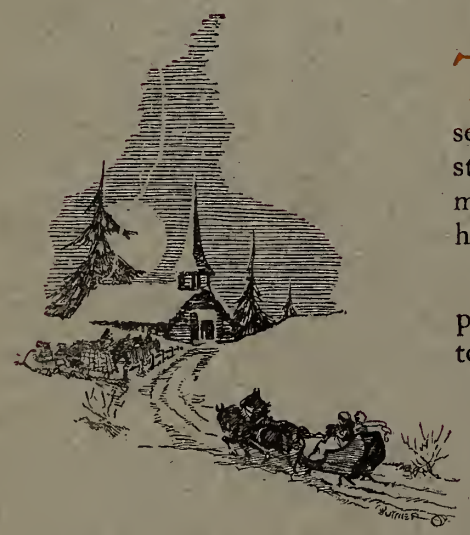
A POWERFUL STURDY THREE-PLOW KEROSENE TRACTOR

HART-PARR 30

BUILT BY THE FOUNDERS OF TRACTOR INDUSTRY

GD

Think of the Power Farmer— and He'll Think of You



THE power farmer quickly responds to wide-awake, helpful service. His business goes to the store that offers first-class equipment and shows a real interest in his problems.

Build your business to attract the power farmer—plan your policies to hold him. He's worth cultivating—a steady customer, good pay and a live booster for your store among his neighbors.

Combine cheerful, intelligent service with high-grade, honest-value merchandise and you have a winning combination — one that will give you a strong grip on the rich power farming market at your door.

J. I. CASE THRESHING MACHINE CO., Inc.
DIXON, ILLINOIS
Grand Detour Plow Division ***Established 1837***

Notice—We want the public to know that our plows are NOT the Case Plows made by the J. I. Case Plow Works Co.

GRAND DETOUR TRACTOR PLOWS

GRAND DETOUR PLOW COMPANY 1837

Grand Detour Tractor Plows and Repairs are sold and carried in stock by
J. I. CASE THRESHING MACHINE CO., Inc., Racine, Wis., and all branches
ADVANCE-RUMELY THRESHER CO., Inc., La Porte, Ind., and all branches
AVERY CO., Peoria, Ill., and all branches